

AN **emap** BUSINESS PUBLICATION

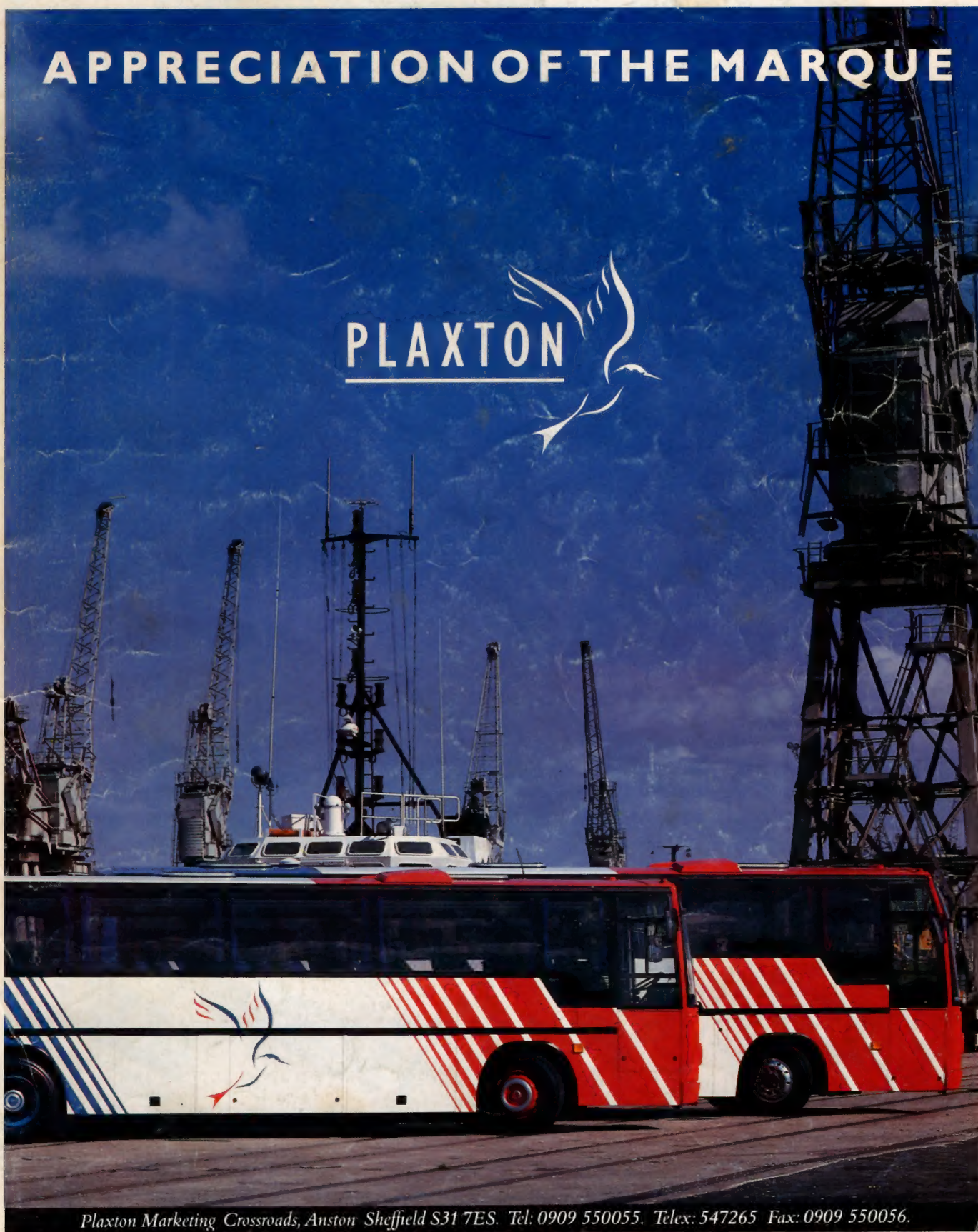
# Coachmart

The leading weekly serving the coach industry

November 30, 1989 Issue 565 £1

## APPRECIATION OF THE MARQUE

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**1984 (DECEMBER) SB2300  
JONCKHEERE JUBILEE P599 12M**,  
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door, courier seat, toilet, Webasto,  
drinks machine, fridge, curtains,  
wired TV. + video, cream/orange/  
yellow.

**VAN HOOL**

**1984 ACRON T815 Integral 12M**,  
49/53 recliners, Brown/orange  
moquette, power door, courier seat,  
curtains, toilet, berth, drinks  
machine, TELMA, powered  
continental door, carpet, magazine  
nets, red/white/blue/yellow/orange.

**VOLVO**

**1988 B10M GL PLAXTON  
PARAMOUNT 3500 12M**, 51  
recliners, Beige/red moquette, power  
door, courier seat, curtains, toilet,  
water boiler, continental door, wired  
TV. + video, white/duo green.

**1987 B10M CAETANO ALGARVE  
H.NDH 12M**, 51/53 recliners,  
Brown/beige moquette, power door,  
courier seat, curtains, berth,  
continental door, demountable rear  
toilet, Webasto, AIR-CONDITIONING,  
wired TV. + video, white/yellow/blue/  
brown.

**1985 (SEPTEMBER) B10M GLT  
PLAXTON PARAMOUNT 3500 12M**,  
49 recliners, Brown moquette, rear  
o/s toilet with continental door, double  
glazing, driver's berth, Webasto  
heating, AIR-CONDITIONING,  
TELMA retarder, courier seat, power  
entrance door, curtains, TV. + video,  
drinks machine, wiring, Tempo 100,  
splitter gearbox, cream +  
orange/brown reliefs.

**BOVA**

**1988 (NOVEMBER) FUTURA FHD  
12.290 Integral 12M**, 51 recliners,  
Autumn tint moquette, power door,  
courier seat, toilet, water boiler,  
fridge, TELMA, TV. + video,  
magazine nets, white/orange/brown.

**1983 EUROPA II 12M Integral**, 44  
recliners + 5 fixed, Red moquette,  
power door, courier seat, curtains,  
toilet, continental door, TELMA,  
Webasto, driver's fan, all white.

**1983 EUROPA II 12M Integral**, 46  
recliners, Red moquette, power door,  
courier seat, curtains, toilet, fridge,  
water boiler, TELMA, continental  
door, Webasto, all white.

**1982 EUROPA I 12M Integral**, 47  
str., 44 recliners + 3 fixed, Red  
moquette, power door, courier seat,  
curtains, TV. wired for video, carpet,  
continental door, toilet, fridge, water  
boiler, Webasto, white/red.

**1982 EUROPA II 12M Integral 12M**,  
52 recliners, Red moquette, power  
door, courier seat, curtains, Webasto,  
cream/orange.

**1981 (AUGUST) EUROPA II Integral  
12M**, 49 str., Brown moquette, power  
door, n/s sunken toilet, continental  
door, fridge, curtains, red/white/blue.

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### VOLVO

1987 Volvo B10M Plaxton Paramount 3500, 49/53 Recliners, O/S rear continental, 1 door, O/S rear sunken toilet, telma retarder, TV/video, drinks machine, red curtains, choice of two.

1982 Volvo B10M Plaxton Viewmaster, 49 seats, o/c continental door, toilet, driver's bunk, drinks machine, power door, tinted windows, livery white, autumn tint moquette, MoT March 1990.

### BEDFORD

1981 Bedford YNT 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes.

### LEYLAND

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT.

1981 Leyland Leopard, 11 metre, Plaxton Supreme Express, 53 remoquetted seats, ZF 6-speed, MoT July 1990.

1981 Leyland Leopard, 12 metre Plaxton Supreme IV, 49 Chapman reclining seats, ZF 6-speed manual gearbox, Bristol dome, destination gear. Livery white, autumn tint moquette. MoT.

1980 Leyland Leopard 12 metre Supreme, 53 re-moquetted seats, Bristol dome, 6 sp ZF gearbox, side lockers, MoT 01.09.90.

### MAN

1982 SR 280, 46 recliners, Sutrak air conditioning, 6 speed gearbox, o/s centre power door, o/s centre sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker. (For its year, must be the CLEANEST of its type in England).

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- 1976 Bedford YMT, 53 seater Plaxton Express, radio, white/red livery, red moq.
- 1976 Bedford PJK Duple Dominant, 29 seats, autumn tint moq, livery white/green.
- 1975 Bedford YRQ, 45 seater Plaxton, power door, livery blue/yellow, red moq.
- 1975 Ford R1114, 53 seater Duple Dominant Express, red moq, livery white/blue/yellow.
- 1974 Bedford YRT Duple Dominant, 53 seater, power door, red moq, livery white.

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SEATS, Radio/PA/Cassette, power door, full soft  
trim, tinted glass, curtains,  
moquette to roof, carpet in  
gangway.

Scania K93 Duple 320 SLX PACK 53 RECLINING  
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- Scania K113 TR Plaxton 4000 and Van Hool  
Astrobel double-deck coaches

# Coachmart

ISSUE 565

November 30 1989

Coachmart is published by EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS. Telephone 0733 63100. Fax 0733 62656. Telex 32157. ISSN 0953-8240

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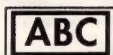
## SUBSCRIPTIONS

Subscription inquiries – **Rachel Davies**.  
Coachmart is only available by pre-paid subscription. Domestic subscription rate is £45 per year, and Europe (including Irish Republic) £75 per year. Worldwide air mail rate is £100 per year. All rates include postage.

## CONTRIBUTIONS

Contributions should be sent to The Editor, Coachmart, Wentworth House, Wentworth Street, Peterborough PE1 1DS.  
The Editor cannot accept responsibility for claims and statements by authors and manufacturers whose views do not necessarily represent those of the publisher, or for any mistakes or misprints, although every care is taken to ensure accuracy.

Typesetting and colour origination: Meridian Media Services Ltd, Orton Southgate, Peterborough.  
Printing: Gibbons Barford Print, Willenhall, West Midlands.  
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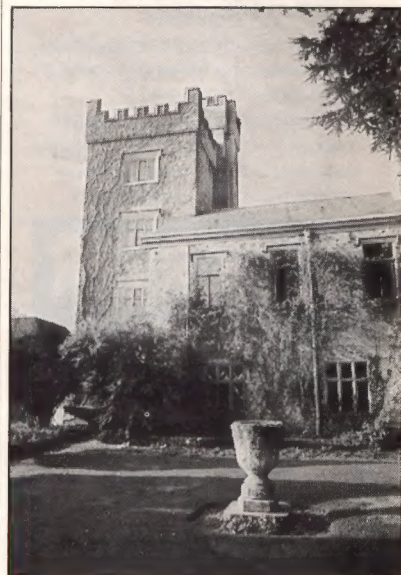
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Operators across the country are now taking delivery of their new coaches. Find out the latest on who's bought what.

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Easyway Buses has its licence revoked after a catalogue of complaints about the maintenance of its vehicles; Durham Travel Services has its licence duration cut.



# COACHMART Says



**T**HE merger of DAF Bus and Bova shows, perhaps more than anything else, that small manufacturers will find it tough to survive in Europe in the 1990s.

For, even after the creation of United Bus, these two Dutch manufacturers are still small-scale manufacturers in Europe.

Bova builds close on 400 coaches a year and DAF's total production of underframes and components - presumably including units it supplies to Bova - is around 1,700.

Volvo is building over 13,000 buses and coaches for world markets, Scania is building 3,000 and even Kassbohrer - specialising in the premium integral market - is building 2,300 annually.

In the UK, Bova has enjoyed the enthusiastic and financial support of the Moseley Group which established a niche for the integral coaches from an early stage. By this year, over 500 had been supplied and the marque is continuing to

make conquest sales among UK operators.

DAF, one of the first Continental manufacturers to move into the UK market, is still increasing its share of the bus and coach market here, with the latest Society of Motor Manufacturers and Traders figures showing registrations up by over 28 per cent to give it 8.7 per cent of the market.

But much of its recent rise has been achieved with sales of the Optare-bodied SB220 bus, rather than in the coach market. Clearly, it expects further bus market success next year when it starts building Optare-bodied Metrobuses.

It is too early for United to say how it will develop in the future; all we know is that, for the time being, DAF and Bova will continue to function as separate marques with separate products and selling arrangements.

In the longer term, it would be logical to expect more specialist approaches, maybe along the lines emerging in Volvo since it bought Leyland and began to develop it into a specialist bus rather than coach builder.

Could it be that by the late 1990s DAF will build the citybuses and Bova the coaches?

## MOOT seminars

**T**HE ENGLISH Tourist Board's MOOT '90 travel trade fair is preceded by three seminars aimed at helping exhibitors at the May event.

For three days starting January 9, the ETB will be educating stand occupiers to the opportunities presented by the huge exhibition. Contact the MOOT '90 office, ETB, Thames Tower, Blacks Road, Hammersmith London W6 9EL, Tel:01 846 9000 for details.

## DAF and BOVA in merger

**T**HE bus activity of DAF is to be merged in January 1990 with coach builders BOVA to form a new Dutch company, United Bus, as part of a strategy for the next decade.

DAF's PSV chassis interests have been split from the DAF company, while integral builders BOVA complement the marriage. United Bus will handle the development, marketing, sales and production of both operating companies.

For the time being, DAF is to have a majority shareholding but this is expected to change, with the new company promising a programme of acquisition and co-operation with "other European bus builders". One possibility is expansion involving a body-builder for the DAF chassis.

BOVA directors Wolf Lijmer and Peter Van Doorne will hold equal minority shareholdings in United, their BOVA shareholding having been acquired. Lijmer will be general manager of United while Van Doorne will continue to manage the 400-employee BOVA operation at Valkenswaard. Both DAF and BOVA names are to be retained.

Martin Hayes, deputy communications director, told

Coachmart that this was "a first stage". He said: "The European industry is changing, and United Bus will be in a bigger and stronger position for the future". Hayes said that the merger would not affect the present marketing arrangements for DAF or BOVA in the UK.

Moseley group director, Bill Evans, explained that he believed DAF wanted to strengthen its market position. He said: "Moseley will continue as sole UK concessionaires for BOVA products", and added, "I am not aware of any future plans to make any changes regarding existing arrangements for the sale of DAF or BOVA products". It is more than likely that Moseley will, however, bow out of its 34 per cent stake in BOVA at the point when the merger takes place, according to an industry source.

Hughes DAF is to continue to sell DAF chassis, and the Optare/DAF joint venture agreement to produce the Metrobus appears unaffected by the merger, with development work destined to continue.

Trucks and light vans are excluded from the merger, and the DAF 400 range, which includes minibuses, and will remain with DAF.

## Luxury Scottish service launched

**A** LUXURY Scotland-Manchester express service has been launched by Motherwell-based Grangeburn Coaches under the name Scot-Man.

The four-times daily service from Edinburgh, Glasgow and Hamilton offers executive-spec vehicles with toilet, mobile phone and hostess service for all passengers, and will be running the stunning LAG Eos high-floor integral by Spring.

The brave decision to face competition from Scottish Citylink and National Express head-on, comes from brothers Joe and Anthony Nolan, and their commercial manager Billy Bolan who worked for Scottish Citylink.

"We can be competitive with quality and price," said Joe Nolan. "We also avoid the problems of fitting in London timings, and will

not, for the time being, be charging extra at weekends."

Nolan said his company had previously done some work for National Express and Citylink, but got very poor rates for the Glasgow to London run at the time. Grangeburn had been planning the service for some time and had waited until the time was right.

The firm currently runs four vehicles - a Scania Plaxton 3500 Four Star, two Scania Duple 320s, and a LAG Panoramic, all with serveries. The Eos, when it arrives in March, is believed to be the first to go into service in the UK, and will be followed by two or three more currently being negotiated with LAG.

Grangeburn, formed in 1947, would continue its contract and hire business said Nolan.

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**See page 50**

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## "HGVs lethal, PSVs worse" - says Traffic Commissioner

**H**itting out at poor maintenance standards within the transport industry, Metropolitan Traffic Commissioner Air Vice Marshal Ron Ashford said: "Heavy goods vehicles are involved in 84 per cent more fatal accidents than private cars", adding: "They are lethal - and PSVs are twice as bad."

Speaking at a meeting organised by the Bedfordshire and Hertfordshire region of the Chartered Institute of Transport held in Hertford, Ashford said the Operator Licence requirements made him "a guardian of public safety" and lashed under-staffing and inefficiencies which undermined his role.

Explaining the size of the problem, he said the London Metropolitan Area covers Greater London, Hertfordshire, Surrey and parts of Kent and Essex with

15,300 HGV and 800 PSV operators. Responsible for over 150,000 drivers his area office, with a staff of 100, issued 60,000 vocational licences each year. The staff figure includes only 25 examiners, with Vehicle Inspectorate examiners as sole support.

Ashford blamed the situation on staff recruitment problems caused by poor pay, especially for clerical staff. He added: "This creates a lack of continuity and stability - and does not produce the standard of service which both operators and the general public are entitled to."

Ashford also spoke at length about his role and attitudes regarding professional competence in operator licensing, illegal operation, environmental issues and recent official public transport reviews. His address was followed by a lively question and answer session.

## ILEA buses go to LRB

**I**ndependent contracting coach operators are unlikely to benefit from the reorganisation of Inner London Education Authority schools transport next year, according to sources within the authority.

Responsibility for the ILEA's fleet of 347 buses will be passed on to the Government quango, the London Residual Body, when the ILEA is disbanded next March.

According to an LRB spokesman, the quango will manage the fleet for six months until September 1990, when the ILEA Transport Services division's plans to distribute the fleet around the 12 Inner London Borough Councils will be put into effect. In the meantime, LRB will be reimbursed through a community charge (poll tax) precept, with the fleet running out of the ILEA's four quadrant garages throughout

Inner London.

When the fleet is split up, the existing garage set-up is likely to remain - although it is feared that running times and dead mileage will be increased in cross-Borough journeys.

Contracting independent operators are unlikely to benefit from the moves. Unfortunately, many Boroughs are planning to cut school journeys further, with daytime swimming baths and playing fields journeys replaced by children walking to destinations.

ILEA has a mixed medium capacity fleet of mostly Wadham Stringer-bodied Leyland Tiger Cubs, with some Leyland Swifts, Ford R Series, Dodge G10s, Sherpas and Ford Transits. As many special schools are served, many of the vehicles are equipped with tail-lifts and facilities for wheelchairs.



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# Big parking changes in London report

**A**N EXHAUSTIVE two-year study of London's mounting PSV traffic and parking problems is expected to recommend radical changes within the city when it is published next year.

## G & G deal

**L** EAMINGTON-based G and G Coaches has sold its vehicles and goodwill to Western Travel Limited so that it can concentrate on and build its ticket and travel agency work.

The deal - for an undisclosed sum - sees G and G retain its depot but share its name, since Western Travel is keeping the current livery and goodwill, setting up another G and G company to do so. Meanwhile, G and G directors Mark and Phillip Griffin will be employed on a consultancy basis by Western Travel to help run the fleet of 30 vehicles.

Western Travel already owns the substantial Midland Red (South), the Cheltenham and Gloucester Omnibus Company and Vanguard Coaches of Bedworth, and has hotel and property interests in the Cotswolds and Midlands. The stage carriage work run by G and G, which owned 18 double-deck buses, six single-decks and seven coaches, goes with the deal.

The coaches - mostly Leyland Leopards - are currently being used for private hire, substantial concert travel work and day excursions.

The report was the result of painstaking research completed in October by the University College of London. But despite the urgency for its results to be known, Government officials at the Department of Transport appear to be dragging their heels.

At the head of the report was UCL's Martin Higginson, doing work for the TRRL. The report

was subsequently drawn to the attention of the Minister of Transport, and has not been seen in public since. Higginson has been forbidden to speak about his researchers' findings.

"We have got to draft the report," said DTp spokesman Alan Jarvis. "I expect it will be published early in the new year."

The TRRL's David Mingay

told Coachmart that delays of up to four months were quite normal, but that the system was being speeded up by the latest printing processes. The report may, he said, be edited in its final form.

\* The London boroughs give their view of London's coach parking problems on pages 14 and 15.

## DVLC sale of the century

**T**HE DVLC's car boot sale of registration numbers - announced by Cecil Parkinson last week - will have fleet operators queuing at the auctioneer's door.

Withheld registrations starting B10 M.. are bound to be popular, while any in which the final three letters echo the company's initials will be snapped up by the series. Some plates will be bought to shroud the age of refurbished vehicles.

The DVLC has withheld every letter-prefixed registration with numbers 1 to 20 since 1983, paving the way for the big sale. Additionally, unissued registrations such as 100 JAG and 1 ANN will be going under the hammer.

Customers who don't fancy the cut-and-thrust of the auction room can opt for picking up an 'H' plate starting in 1990. These will be priced by the Government in spring, sold in June and bolted to



the vehicle when the new registration starts in August. Vehicle retailers will be handling these 'select' registrations.

The DVLC expects the select registration scheme to handle 200,000 registrations a year - around a tenth of all new car sales.

The purchase of a registration will not be allowed if it is to make a vehicle appear younger than it is, which suggests 'H' plates will be available only to new vehicles.

A 24-hour 'phone number will be giving more details of the scheme. It is 01 200 8888.

Showrooms and Conversion Workshop at:  
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Doncaster. Tel. (0302) 328888 - Frank Bloom  
or at (home) (0723) 583247



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Telephone (0322) 28538  
Contact Eric Yates, David Broad  
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or Eric Yates (home) (0234) 218549  
or David Broad (home) (0634) 711178

### NEW VEHICLES, CRYSTALS OWN CONVERSIONS

**MERCEDES 408D**, 15 high back moquette seats, full soft trim, tinted windows, luggage racks, saloon heater, quad vent, radio cassette. **£18,950.**

**TALBOT EXPRESS 1500**, diesel, high roof, 14 high back moquette seats, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. **£14,500.**

**FREIGHT ROVER**, diesel, 5-speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, full soft trim, luggage racks, saloon heater, quad vent, tinted windows. **£15,950.**

**LEYLAND DAF 400 SERIES**, diesel, 5 speed, 16 high back moquette seats, high roof, radio/cassette, 4 speakers, 4 soft trim luggage racks, saloon heater, quad vent, tinted windows. **£16,700.**

**EX DEMO FREIGHT/ROVER** Unreg, very high spec, 12 seater. **£9,950. Ring for full spec**

**TRANSIT COACHBUILT**, 20 moq seats, full luxury spec, available January.

**1986 (C) 307D 12 MOQ SEATS**, high spec throughout, annual March 1990. **£10,250.**

**1982 (Y) TRANSIT 16 SEATER**, 1 year's annual. **£5,350.**

**1982 (X) TRANSIT PETROL**, 12 seater, all tidy. **£3,250.**

**1984 (A) FIAT PETROL**, 12 seater, annual June 1989, very clean vehicle. **£3,950.**

**1980 (V) 16 SEATER TRANSIT**, petrol, annual February 90. **£3,500.**

**1976 (P) TRANSIT PETROL**, welfare and taillift dormobile. **£950.**

**1977 TRANSIT DORMOBILE DIESEL**, 16 seats, annual December 1990. **£1,450**

**D REG CAETANO VIANNA**  
22 seats, high back moquette, power door, vgc,  
1 year's annual.

**1984 (B) TRANSIT DIESEL**, overdrive, 16 high back moquette seats, high spec, annual Feb. **£8,250.**

**1986 (D) FREIGHT ROVER + 5 STANDEES**, power door, service bus.

**1983 (Y) MERCEDES 508D**, 19 high back moquette seats, Bristol domc, boot, annual Dec '90. **£10,950.**

**CHOICE OF 10 SHERPA DIESELS**, 16 seaters, all with current annuals, 1986-1988.

**1983 (Y) TRANSIT**, 16 seater, petrol, full soft trim, luggage racks, annual April '90. **£4,950.**

**MERCEDES 508 D**, 27 seats, coachbuilt body, power door, boot, 1 year's class 5 MoT. **Best offer secures.**

**1985 (B) TRANSIT DIESEL**, 12 moquette seats, 1 year's annual, very tidy throughout **£6,250.**

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**FINANCE ARRANGED**

(31836/MB)

## End of ILEA hits coach rates

**C**oach operators in London's East End are suffering from low school contract rates as a result of the Government disbanding the Inner London Education Authority, according to Ken Cranthorne of Leyton-based K-Line Overland.

Cranthorne told Coachmart: "When I started this coaching business eight years ago the ILEA paid £30 per transfer (school journey) - and now the average price has gone down to £25."

He explained the Government transfer of the responsibilities of ILEA to the London Boroughs in March 1990, with its own vehicles going to the London Residuary Body, had affected rates badly. "Operators know that the Boroughs do not have the ready cash to maintain the same standard of service - and are dropping tendered prices just to keep the wheels turning", he said.

And anomalies still exist within the ILEA rates structure, as day hire in the ILEA "pool" brings £70 for a day's work, which may involve two school journeys, such

as swimming baths, in the morning and a further two in the afternoon. Yet when paid for each tendered journey, operators can return £100 per day for similar work.

An increasingly competitive environment has meant K-Line, which has built up its business to three coaches, now runs just one coach - an executive Duple Goldliner integral. Said Cranthorne: "I'm basically an owner/driver now - things are very quiet and I'm running mainly weekend work for other operators." But he remains optimistic about the future and is looking into the possibility of quitting his operational base at the British Rail Depot in Burwell Road to run commuter services from his home in Herne Bay.

Bow-based Essex Coachways, run by brothers Bernie and Kevin Smith, has taken the depressed school contract rates in its stride.

Bernie Smith said: "I put it down to not putting all our eggs in one basket." He said: "School contract work is ideal for interworking with commuter runs,

and many operators do this. But we interwork with works contracts as our business is mainly private hire."

Smith admitted that school contract rates were depressed, but he felt it was mainly due to the expansion of ILEA's own vehicle fleet and falling school rolls. He added: "This has meant between 400 and 500 school journeys per day have been cut to about a quarter."

## New double deck from East Lancs

**A**FTER a 27-year departure from producing low-height bus bodies, East Lancashire Coachbuilders has introduced a new double-deck built on the Leyland Olympian.

The first four have been produced by East Lancs for fellow Drawlane company Midland Red (North), and others will follow to satisfy Drawlane's

requirements. The next order is to be built on the Dennis Dominator chassis. Crossville will get eight, North Western four and Midland Red (North) a further two.

The body on the Dominator chassis features a 12cm drop lower-deck gangway and Kirkstall rear axle. The Olympians seat 74, 45 upstairs 29 down.

Interiors will vary from bus-type seating to semi-luxury specification with coach seats and soft trim.



East Lancashire's new low-height double-deck Olympian ready for Midland Red (North).



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### NEW COACHES



**MAN 10.180 - ALGARVE**, low driver, 35 recliners, courier seat, tinted windows, curtains, continental door, Blaupunkt radio/PA/cassette, centre carpet. **EARLY DELIVERY**

#### IMMEDIATE DELIVERY

**DAF SB 2305 DHS - ALGARVE**. Executive, low driver, 49/53 recliners, courier seat, double-glazed, curtains, centre demountable toilet, centre door, gangway carpet, Blaupunkt radio/PA/cassette.

**DAF SB 2305 DHS - ALGARVE**. Low driver, 51/53 recliners, courier seat, tinted windows, curtains, Blaupunkt radio/PA/cassette, centre carpet.

**DAF MB 230 - ALGARVE**. Executive. 49/53 recliners, courier seat, tinted double-glazed, centre demountable toilet, continental door, Blaupunkt radio/PA/cassette.

#### EARLY DELIVERY

**VOLVO BIOM GL ALGARVE EXECUTIVE**.  
**DAF SB 3000 DKV, ALGARVE 3.55** Touring.  
**MAN 10.180, ALGARVE**, 35 seater.

### HEAVYWEIGHT

**1986 (D) DAF MB 230 DKVL - DUPLER 340**, 53/55 recliners, rear sunken demountable toilet, continental door, drivers berth, power door, radio/PA, boxed and wired for video.  
**1986 (C) DAF MB230 DKFL - DUPLER LASER II**, 53 recliners, power door, tinted windows, Telma.  
**1986 (C) BOVA FUTURA FHD**, 49 recliners, courier seat, centre-sunken toilet, centre continental door, drivers berth, boiler, boxed/wired for video. (Choice of 2, 1 with private plate)  
**1985 (B) DAF - BOVA CALYPSO**, 53 seats, plug door, courier seat, radio, soft trim.  
**1985 (B) M.A.N. SR 280**, 53 recliners, courier seat, double-glazed, plug door, radio/PA/cassette.  
**1983 (Y) LEYLAND TIGER 218 ZF - PARAMOUNT 3200**, 57 seats, power door, tinted windows, radio/cassette.  
**1983 (Y) LEYLAND TIGER 245 ZF - PARAMOUNT 3500**, 49 recliners, courier seat, double-glazed, berth, drinks machine, boxed/wired for video, rear sunken toilet.  
**1982 (X) LEYLAND TIGER 218 ZF - SUPREME VI GT**, 51 recliners, tinted double-glazed, Bristol Dome, side locker, soft trim.

### BEDFORD

**1987 (D) BEDFORD YNV - ALGARVE**, 57 seats, power door, side lockers, soft trim.  
**1985 (C) BEDFORD YNV - ALGARVE**, 53 recliners, plug door, tinted windows, curtains, continental door, radio/PA/cassette.  
**1979 (V) BEDFOR YMT - DOMINANT II EXPRESS**, 53 seats, curtains, Bristol Dome, tinted windows

### USED SELECTION



**1985 (C) DAF MB 200 - ALGARVE 3.35M 53** (retrimmed) recliners, courier seat, plug door, Telma, continental door, tinted windows, curtains.

### MINIBUS SELECTION

**1987 (E) IVECO 79.14 CAETANO VIANA**, 19 seats, manual door, heaters.  
**1987 (D) TOYOTA - OPTIMO GL**, 19 seats, power door, tinted windows, curtains.  
**1985 (B) IVECO 60.10 - CAETANO BEJA**, 18 seats, power doors, curtains.  
**1981 (X) MERCEDES 508D - REEVE BURGESS**, 21 seats, Bristol Dome, tinted windows, boot.  
**1980 (W) MERCEDES 608D - REEVE BURGESS**, 18 seats, parcel racks.  
*The year quoted denotes the year of first registration, not necessarily the year of manufacture.*  
Full list of used vehicles available on request.

# Nine good reasons for leaving bus services alone



**C**ommenting on the "Palmer" review of Traffic Commissioners and Areas in Coachmart on 9th November, I indicated that there was one particular part which I thought would be of concern to the industry. It concerns the registration of bus services.

John Palmer notes that most, though not all, of the local authority groups, had urged that the registration function should be transferred from the Traffic Commissioner to the tendering authority. The Bus & Coach Council took the opposing view because transfer to local authorities would, "remove the objectivity and independence inherent in the registration system and risk the generation of considerable political interference".

Palmer's report recommends: "That both the industry and the local authorities be asked to consider carefully what practical substance there could be in the industry's apprehension about the transfer of bus service registration to local authorities, and what steps of reassurance could be taken. If the double system, i.e. registering with the Commissioner and sending copies to the tendering authority, is to be maintained once the principle of deregulation is accepted, it might be right for the cost of that to fall on the industry."

Because it is the tendering authorities which have the real need to know operators' plans, there is a logic which suggests that they should therefore be the registration authority. On the face of it, the Commissioners only require registrations for control and disciplinary reasons and, as they do so little of that, they could get the information from the local authority as and when required. Palmer's remit did not, of course,

extend to fuel duty rebate.

Registration with the Commissioners appears to be vital for the present system of refunding duty on bus fuel.

Palmer does not define exactly what he means by the transfer of bus service registration. If, without exception, any registration deposited with a local authority was operable "x" days after receipt; there might not be so much opposition to local authority involvement. But if, as at present, registrations would have to be checked and 'accepted' by the local authority, with all the discretionary powers which that implies, plus the further discretions to shorten or waive the period of notice; operators simply do not have confidence in the impartial exercise of these discretions by local authorities.

Against the one reason which I have outlined in favour of local authority registration, I can think of nine against:

1. There are far more local authorities than Traffic Areas. On cross boundary routes there needs to be ONE authority which has the power to accept, or exercise discretion on, a registration.

2. Local authorities are customers of the industry. It is fundamentally untenable to make them also its custodians

3. In some cases, using their powers under Section 46 of the Public Passenger Vehicles Act 1981, they themselves are operators of local bus services. They would be writing to themselves to register a service

4. Even under present arrangements there are instances of local authorities abusing the system. I have had cause to

remonstrate locally that they seek dispensation for early implementation of changes to contracted bus operation in order to react to commercialisation of routes, on the grounds that this was "unforeseen". We operators just have to grin and bear it when this happens on commercial routes. It is just the sort of eventuality which the Transport Act DID foresee.

5. Had local authorities distributed Revenue Support Grant impartially we might never have had bus deregulation. We smaller operators frequently suggested that we could operate services cheaper than they were paying pre-deregulation (well over £1.00 per mile in rural areas in 1985). They would not listen to us then, and still fail to consult now. Commissioners heed the views of operators.

6. Many local authorities fail to comply with existing legal obligations. At long last, after three years of battle, a local authority on my patch has just begun to publish the lists of tender awards as required by Transport Act 1985, Section 90. Similarly, three years into deregulation, I, and others locally, are still not in correct receipt of concessionary fares. Can we have any confidence that they could even be entrusted to publish a weekly list of registrations made, as suggested by Palmer?

7. Misuse of powers also gives rise to concern. There have been instances since deregulation of local authorities putting improper clauses in transport contracts (e.g. regarding wage rates of employees). I constantly complain to an authority which insists on putting all commercial bus service items on their Committee agendas

as "Excluded Items". The Local Government Act 1972 allows this for items which, in the public interest, require secrecy. I fail to see how a request by the Traffic Commissioner to make a traffic regulation condition banning buses from a certain street, for example, can possibly require shielding from the public gaze; or to report on registrations which are in the public domain.

8. Many local authorities are simply not professionals when it comes to buses. Some do nothing to foster commercial operation - some even appear to regard commercial operation as being in opposition to their ability to control the pattern of bussing. Many have been very neglectful of their duty to publicise bus services - often even of their own tendered operations. They are multi-crafted jacks of all trades who often do nothing very well - except spend money. The Commissioners are specialists in transport. Generally, they fulfil their roles with care and understanding.

9. Over many years of involvement with local government I have never seen any hint of bribery or corruption - not even accepting a bar snack over a working lunch-time. But, having said that, I have often been very concerned by indiscretions. I, and other operators in an area in which I work, have actually had to make a formal complaint about it. I have never found this to be a problem with the Traffic Area office.

Those, and I am sure there are many more, seem reasons enough to leave registrations where they are. What we actually need is a far simplified, and less costly, registration process, not just a switch around.

# FLEET UPDATE

## Arlington's last trio?

Three Volvo B10M GLs have recently been supplied to Rapsons Coaches of Alness. They share the distinction of being some of the last vehicles to be supplied by Arlington Bus and Coach prior to Kirkby's take-over.

Two of the Volvos have Plaxton Paramount 3500 bodywork, but of added significance is this third vehicle, which has Van Hool Alizee Super High bodywork.

The Scottish company specified 46 Labellux reclining seats for the Van Hool. Other features include: a floor mounted washroom/toilet at the nearside rear; a rear offside servery; full draw curtains; gangway carpet; destination display and headrest covers.



## New Deauville for Warner Fairfax

Purchased with the assistance of Havelet Leasing, this Jonckheere Deauville on Volvo B10M mark III chassis has been delivered to Warner Fairfax Tours of Tewkesbury.

Supplied by Jonckheere UK, Northampton, the coach features 51 Vogel reclining seats, rear sunken toilet with steps and continental exit, double glazing, provision for Webasto and drivers bunk.

Richard Warner and Nick Warner are seen taking delivery of the Deauville from Andrew Lewis of Havelet.

## Set for student travel



## Big Phoenix order for Stagecoach

The name may have changed, but these Phoenix International bodies closely resemble those previously produced by Robin Hood in the same Fareham factory.

With 23 seat bodies, the mini-buses are part of a 35 vehicle order for Stagecoach Holdings, and are based on Iveco Ford 49.10 chassis/cowl.



## Swift with hide-away lift



Pictured is this Toyota-powered Caetano Optimo GL supplied by Yeates for Bristol area operator Blagdon Lioness.

The seven vehicle operator has added this 18 seater to its fleet in response to demand for small seating capacity/large boot coaches from student groups. Additional work includes theatre trips, private hire, and business generated by flight diversions to and from Bristol airport.

A Henderson hide-away lift is mounted amidships under the chassis of this new Leyland Swift for S&S Travel, Redbourn.

The Elme 2001 "Carecoach" bodied vehicle was supplied by Carriageways of Wiltstead. It has courier seat, 29 fixed seats, and six demountable seats, which provide space for three wheelchairs.

Additional features are: three cubic metre rear luggage boot, soft trim, curtains and tinted side windows.



**Big Ben, a massive draw for tourists, yet poorly served in terms of coach parking**

## WHERE DOES THE BUCK STOP?

**In the second of three investigations, Coachmart's news editor Mark Williams examines the role of London's borough councils and tourist attractions in providing coach parking within the busiest capital city in the world.**

**I**T IS only when you pick up the 'phone and try to contact London's boroughs for statements of policy, details of coach parking available and news of planned parking that you realise the enormity of the problem.

Such is the complexity of these councils that each question requires an answer from a different department. Each department may have many staff but only one can deal with your enquiry. And more often than not, before he or she can speak to you, what will be said has to be OK'd from above.

Our attempt at getting answers from London boroughs seemed to bring us to one, simple, conclusion: few were resistant to providing coach parking, because few had even thought about it. As was pointed out by the redoubtable Sgt Bob Pilbeam, some seemed to expect the tourists to appear and the coaches to disappear.

The two are, of course, very

closely linked. This season saw a major influx of Japanese incoming business for London's own fleets of tourist coaches. As we all know, the Japanese are an exacting people, who know what they want, are prepared to pay for it, and if they don't get it, go elsewhere. This summer, it became apparent to the operators that what the Japanese wanted, they were going to be hard-pushed to provide. It seemed that London was suffering from ever more restricted coach parking - short-term and long-term - and a situation where even set-down and pick-up points had been eroded. Those operators are now at the end of their tether.

The responsibility for tourist development falls at the door of the London Tourist Board, and its managing director Tom Webb suffers no illusion that all is well: "The situation is drastic in certain places at certain times," he told Coachmart.

"It's especially bad around St Pauls and Westminster Abbey,

and around the Tower of London. We are trying to achieve more coach parking. We are trying to get the Department of the Environment to allow more around the Mall, Hyde Park and Regents Park on the perimeter roads - either metered or wardened parking."

It is an uphill struggle, Webb admits: "As far as long-term parking is concerned, the barrier is the cost of providing it," he says. The fact is, coach parking is costly in terms of space and doesn't, on paper at least, pay. The side benefit of enhanced tourism is hard to prove and the financial benefit of enhancement ethereal. And virtually no borough, answerable to its residents, is going to provide a loss-making facility for visitors which positively attracts not the tourist, but swarms of cumbersome coaches.

Operators, says Webb, don't always help themselves. It may well be that London-based coaches are sticking to the rules,

but of the 40 Mall parking permits from the DoE, for which the LTB is the agent, only half are subscribed during the height of the season, yet it is not difficult to find illegally-parked coaches in the area.

The LTB is doing something - even if operators feel it is not enough - in trying to persuade the boroughs to provide better facilities. Ultimately, it is the boroughs and attractions themselves which have a duty to provide parking. What are they doing?

The City of Westminster is the centre of much of the problem, and is aware of it. Principal transport engineer Iain Forbes is a representative on the former coach working party, now the London Coach Forum.

"The LTB is an information exchange. It is not trying to produce projects but to understand the problem," he says. Coachmart asked why, if it was so useful, was it poorly attended?

"The interest in the LCF is not

# PARKING

necessarily reflected in attendance. Its delegates are busy people, and are not always free to attend meetings."

"The problem of coach parking in Westminster is quite a complex issue," Forbes understated. "our policy is that we recognise that coaches have a legitimate role, not only carrying tourist but also delivering workers and running express routes into the city."

"New developments likely to use coach services would normally require, as a condition of planning consent, a pick-up and set-down point for coaches. We do provide both on and off-street parking, and combine with others to produce a map of parking for operators," says Forbes. But he too is quick to criticise operators.

"The industry doesn't behave well towards our parking facilities. Our meters generate very little income. All too often, coaches parked at meters drive off when the traffic wardens approach."

"The behaviour of coaches is a problem. They park illegally or inconsiderately, and use residential areas as shortcuts. We would like to see a quid pro quo from the industry. For our part, we are in consultation with passenger transport bodies with a view to expanding on-street parking, and that is ongoing. We have provided temporary parking sites. These are falling to development but we are trying to get further temporary sites."

Westminster was also



**Tower Bridge, another of London's many attractions. According to London Tourist Board MD Tom Webb; 'The coach parking situation is drastic in certain places at certain times.'**

concerned about the Victoria Coach Station, he said: "We believe there shouldn't be one but several coach terminals." Significantly, proposals so far mooted do not include satellite stations in the City of Westminster...

On the minus side, Westminster is looking at possible coach bans in residential areas and may intensify controls. A report is due out in March, and the pessimistic view is hard to resist.

There is no light relief in any of the other boroughs Coachmart

contacted. Southwark's deputy borough planner Don Rankin said that Southwark had taken the view that it didn't want to follow the LTB and British Tourist Authority's view, and go "overboard on tourism."

"With unemployment topping 16 per cent here, we can appreciate the benefits of tourism employment," said Rankin. "But Southwark is already the neck of the tourism bottle... it is already congested, and we haven't got the land or the money to provide coach facilities."

In the normal course of events,

Rankin told Coachmart that Southwark would assess all new developments for traffic problems they may cause, and add any consent conditions it is felt necessary. Southwark was ever-mindful of the problems of its residents, and would have to take account of their views.

Not that any of this helps the current situation. However, Rankin was eager to point out that Southwark is far from unique in side-stepping the issue.

"A classic example would be London Docklands, where it is trying to promote tourism but doesn't want to spend money on facilities such as these. Another example would be that of central Government, which offered strategic guidance to the boroughs to cope with the projected demand for hotels and tourist attractions on completion of the channel tunnel, but didn't even look at the boroughs first."

It would be easy to draw the conclusion that coach parking has been the object of buck-passing, and that all of this proves that everyone is abdicating responsibility. Sadly, the truth is somewhat more complex than that. Bucks must stop somewhere, but there is currently nowhere for this one to stop... who is responsible? LTB's Tom Webb has publicly called for a "Mr London" and we are all left wondering who he could be.

The sheer frustration of coach operators is growing, and next week Coachmart attempts to illustrate the scale of the problem and the depth of feeling within the industry.



**Vauxhall Coach Park: Even this bomb-site will shortly disappear as a coach parking facility.**

## Don't just criticise - join in and help !

**SIR**

I refer to the letter by J A W Morton in the November 16th issue of Coachmart concerning the Coach Tourism Council.

I believe Mr Morton fails to understand the purpose of the Coach Tourism Council. Companies such as ourselves who do not use Wholesalers, whether members of BAWTA or not, would not contribute funds towards the CTC if we did not believe in the prime objective of promoting tourism by coach.

While sharing some of Mr Morton's frustrations with organisations such as the BCC,

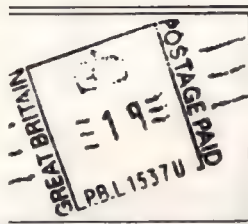
one must remember their objectives are limited by the amount that we, the members, agree to subscribe. Similar frustrations apply to all trade associations particularly when it comes to requests for money from members for an advertising or marketing initiative.

### United we stand,

**Sir**

I read with interest your article on the newly formed Coach Tourism Council and I am not surprised that the BCC failed to show interest in the concept for but Mr Topiol is

future for operators lies solely in selling their own tours and excursions. Come on now, most operators find it difficult enough to operate coaches let alone sell tours as well. In any event we are all complaining continuously about the guy down the road who



Send your letters to:  
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Wentworth Street,  
Peterborough PE1 1DS

Unless somebody makes an attempt, and all credit must go to Gerry Topiol for being the initial driving force behind the Coach

Tourism Council, we will all be standing around wondering what has happened to our business.

Perhaps it would be an idea for Mr Morton to join the CTC and work within as the last sentence of his letter almost sums up the total objective of the CTC.

David Newman  
Sales Director  
Bebb Travel

## Nostalgia Corner

The proud chromium plated radiator shell gives a clear identity to this rare Metalcraft bodied Daimler CVD6 SD. New in 1947 it joined the fleet of Smith (Eagle Coachways) Tench, Shropshire.

Powered by Daimler's own CD6 8.6 litre diesel engine, the chassis quickly established a reputation for quiet, smooth running, and was therefore considered ideal for coach operation. The engine was developed by chief engineer, C M Simpson, to a compact 6 cylinder design fitting into an engine compartment measuring only 4ft 6in from radiator front to bulkhead.

After being the first to combine the Wilson type pre-selector epicyclic gearbox with a fluid coupling in 1930, Daimler standardised on its "fluid flywheel" transmission. In 1947 only a four speed option was available, and it

would be interesting to know how its economy compared with equivalent manual five speed overdrive models.

Daimler was successful in marketing its own engine, while optional Gardner products were in short supply. Similar supply problems affected new bodywork, which became increasingly difficult to obtain. Consequently names such as Heaver, Wilks & Meade, Yorkshire Yachtbuilders, Associated Coachbuilders, and Metalcraft were very busy satisfying local demand.

Metalcraft (Staffs) Ltd, Stoke-on-Trent produced this attractive full-front design on one of the earliest of the 380 CVD6 SD's produced between 1946 and 1950. Seating for 35 could be provided within the maximum dimensions then in force, although 33 seats were more common.

It is interesting to compare the



CVD6 specification with the Stoke-on-Trent bodied modern

equivalent tested in last week's Coachmart!

	Daimler CVD6(1947)	Mercedes-Benz 811D(1989)
Length	8.382m	8m
Width	2.286m	2.298m
Wheelbase	5.243m	4.8
Capacity	8.6 litre	3.972 litre
bhp	100bhp @ 1800rpm	114bhp @ 2600rpm
Seating (up to)	35	33

## SUBSCRIBER OFFER!!

The great Coachmart pre-christmas classified bonanza

Sell your coach for as little as £12.50

See page 50 for full details!



The Mercedes-Benz powered Astromega double decker dominates both its owner and other members of the fleet. The fully integral build offers distinct space advantages for a front lower deck galley.

## PORSCHE TO ASTROMEGA IN THREE YEARS

One of the confirmed stars of Showbus '89 was a magnificent 1983 Van Hool Astromega. Its tasteful ivory and metallic maroon livery bore the Silverline name; this company title being emphasised by a discreet silver line, which formed an integral part of the livery application.

I was intrigued to discover the nature of a business ambitious enough to recruit such a vehicle to its ranks. What were the origins of such a bold enterprise? Had the owner discreet ambitions - as hinted at by the livery? or was this just another exotic extravagance in the mould of the many other follies littering the history of coaching?

I made an appointment, therefore, to meet Roger Frazer, Chief Executive of Silverline Chauffeur Drive, at the company's headquarters on land rented from East Midlands International Airport.

### First Impressions

I was still very intrigued by the Astromega, but I was confronted with a fleet of vehicles which fully justified the use of "Chauffeur" in the full company title. Of two Ford Granada Scorpions owned, one was

**Deregulation in October 1986 created many business opportunities for new bus companies. Mike Morgan discovered one company that developed at a tangent to deregulation, carving a niche for itself in the highly specialised corporate/executive market.**



Three of the four coaches display the Silverline corporate identity.

fully equipped for carrying emergency medical supplies. Clearly this was no ordinary coach operation.

First impressions are very important to the company. This was emphasised by the immaculate

presentation of both vehicles and staff. No surprise that Frazer himself was in full Allen & Douglas uniform, but I was not expecting a professional valeting service on site in the person of Bob Jewell who runs Auto Valeting

Systems. Frazer told me that no vehicle went out without a valet. Consequently he used a contractor to help the drivers. The justification for this fastidious approach was explained when he said: "Look at the coach from the passenger's point of view. When on a long journey they notice dust on ledges, fingerprints, dirty windows and litter". Jewell could be called out at short notice when a quick turn-round was required.

### Driver's role

Any turnover of staff is generated by Frazer's exacting standards. Only 20% of recruits are accepted. According to Frazer 60% of a driver's work is preparation and when quoting for a particular job he includes preparation time in his costings. Silverline drivers are left in no doubt as to their role. Frazer said: "The customer is paramount". Drivers are considered equivalent to "coach captains", and, to fit the airline analogy, the title "steward/ess" is preferred for the second crew member. The stewardess answers to the driver and pay scales match the differing responsibilities.

Silverline specialise in the corporate market. Consequently

# PROFILE

75% of all coach work requires a stewardess. When I commented that such work requires a special type of driver Frazer was quick to agree and told me that occasionally drivers were required to act as steward and this was a particularly valuable experience giving an understanding of the skills required of a good driver.

Frazer's wife, Linda, is Hospitality Manager with particular responsibility for the stewardesses. When acting as stewardess she invariably assesses driving technique and has had a number of experiences of the results of poor driving and unsuitable vehicle design. There have been occasions when a stewardess has been unceremoniously deposited downstairs on the Astromega, or the one occasion when Linda landed in an undignified position inside a coach toilet compartment!

Driver discipline is high on Frazer's priority list. Silverline have a PSV driver on 24 hour call. When on duty all staff are expected to be working. Drivers should not be surprised to have to reclean a coach, nor should they expect to relax while on duty - because Roger Frazer does not.

This attitude strongly reflects the personality of the owner, and undoubtedly contributes to a high level of customer satisfaction with the Silverline service.

Where drivers are for some reason unsatisfactory, they can be "down-graded" from the prestige work to one of the smaller vehicles in the fleet.

## Vehicles

Although I've already mentioned the double-deck coach and the Medical Scorpio, the other fleet vehicles, both PSV and non-PSV, are also of interest.

Three other coaches are owned. All, except a B reg' Bedford/Caetano 53 seater, are to executive specification. The smallest is an 18 seat Optimo for which Frazer says there is "a lot of work". Next in size is a DAF-powered Bova Futura purchased in 1987 from Roger Mott. Silverline converted it to seat 28 with four tables. The centre mounted toilet/servy confirmed for Frazer that this was the best location for the "galley". For this reason he dismisses the Volvo B10M as a suitable executive machine even though it is "a much respected motor". Ride quality is equally significant and Frazer doubts that Optare Starrider type vehicles can be satisfactory. Pointing to the Van Hool Astromega he said, "a long wheelbase ensures good ride



**Chief Executive, Roger Frazer, spends a lot of time behind the wheel giving his staff a lead in terms of presentation and style.**

quality" - emphasising that vehicle choice must be viewed from the passengers' point of view.

Frazer is very impressed by the DAF drive-train describing it as "brilliant". Power is an important characteristic of the Bova for executive type work. Drivers are encouraged to corner with great care, consequently straight line/hill-climbing capability is very important to achieve journey times capable of attracting customers away from alternative modes of

microwave. A very unusual feature is an upstairs toilet.

The specification and presentation of this coach is testimony to Roger Frazer's attention to detail and determination to get things right. Previously a "Band Bus" for Len Wright, the Van Hool bodied, Mercedes Benz powered flagship was new in 1983. Like each of the coach fleet, Yeates repainted the bodywork after its new owner indulged in many attempts with his



**This view forward shows some of the notable features built into the Astromega's refit: note the recessed TV monitor and clear gangway through the galley area.**

travel.

The specialised nature of the coach fleet is personified by its largest member. The Astromega is billed as "the ultimate". Double glazed, it seats 52 with 42 at tables. There is a VIP suite, two passenger compartments upstairs, quiet area for conference, two video players and seven television monitors. The centre mounted galley is equipped with convector oven and

son's crayons at adapting the Silverline style to fit the lines of the double-deck body. Considerable planning also went into the refit undertaken by Willowbrook, Loughborough.

Choice of local contractors enabled Frazer to keep a close eye on progress, the benefits of which are illustrated by the re-design necessary for the lower deck-lounge area. Initially this followed bodywork contours, but after Frazer saw the reality he insisted on a better curved design before the vehicle left Willowbrook.

Equally close attention is paid to maintenance - also undertaken by Yeates (except new vehicles still under warranty). The Silverline tri-axle is possibly unique in the UK, because Frazer insisted on making the Van Hool rear-steer axle work! He reasoned that it was designed to steer, so instead of leaving it locked out of use he spent £1,500 and succeeded in not only mastering the system, but also convincing the local vehicle inspector. Even though the system is designed to switch out above 30 mph the benefits are improved manoeuvrability of the 12m machine and less tyre wear.

The non-PSV vehicles appear mundane in comparison, but Frazer has grasped business opportunities and acquired the vehicle to fit. Consequently he employs: a six seat VW Caravelle, an eight seat Transit with air conditioning and full soft trim, two Scorpios, two Citroen BX estates, and Ford Sapphires.

## Business Background

Silverline's rapid evolution in just three years from provider of bingo transport with second-hand AEC and Bristol, through an introduction to high-spec travel with a Bova Europa, has been the realisation of a dream. It could not have happened without the benefit of a thorough grounding in the business and the necessary capital.



**Although the smallest coach in the fleet, this Optimo has converted customers to executive coach travel.**

# PROFILE

Frazer confesses to having been fascinated by buses since childhood. However, on leaving school he went into the motor trade, following an apprenticeship with a Ford main dealer and gaining IMI qualification after a motor trade management course at Loughborough.

A varied experience followed. He joined a business specialising in auto electrics and engine tuning. He drove a taxi for 20 years before opening a car body repair shop. Amazingly he then spent four years as a night club DJ.

His next move was perhaps the most significant. Although he obtained a PSV licence before working part-time for Tricentrol it was not until 1983, when he joined Gilbert Kinch, that he was tempted to work full-time in the coach industry. Frazer attributes his own ideas on cleanliness, service and value for money to what he learnt from Kinch who he describes as having "brilliant ideas on customers".

With ambitions above that of coach driving, Frazer was faced with inadequate income and capital. The lure of the night clubs tempted him back, but this time he had an aim - to accumulate sufficient capital to start his own coach business. By "D" day the timing was right and Frazer sold his Porsche and bought his first coach.

## Turning Point

Nobody would wish to take credit for profiting from another person's disaster, but the dedicated professionalism of the Silverline operation turned the trauma of the Kegworth air disaster into business opportunities.

Taking advantage of its proximity to the airport, Silverline obtained the contract for moving East Midland's aircrews using chauffeur driven cars in May 1988. When the aeroplane crashed, Leicestershire police requisitioned



Short rear overhang and long wheelbase are features that appeal to Silverline for its style of operation.

the Bova for use as a command centre on the M1. The coach was stationed there from Sunday until Friday as an HQ for co-ordinating emergency services. At night it was used by the police officers on night shift. The inevitable strain on existing resources was rewarded by a letter of appreciation from the Chief Constable which included this tribute:

"The courtesy, endeavour and prompt action shown was a credit to your company, and without doubt assisted my officers in a difficult and at times arduous task"

Discussions with the Police following the incident gave rise to the idea for the Medical car. After special clearance the car can be used with flashing blue lights for urgent medical "human tissue". Strictly a non-profit making operation, the service is staffed by whichever driver is on call and, according to transport manager Gerry Doris, can lead to some hairy drives up the M1.

Cars were now becoming an

established part of the fleet and confirmation of their importance came with the granting of a two year concession to operate a chauffeur drive service from the airport. Advertised as a full 24 hr service with free phone from the terminal, this concession has a further three year extension.

Before January 1989 the Silverline base was in Loughborough, but the move to East Midlands Airport has enabled the company to provide airport related services - including backup for other operators in the event of breakdown.

## Corporate Hospitality

Although the ratio of PSVs to non PSVs is 4:10, the respective contribution to turnover is 50:50. Frazer told me that the volume of work in the corporate hospitality market was such that another Bova could possibly replace the Bedford. Unlike conventional coach operations the peak period is quite different.

Said Frazer: "The key to success in this market is flexibility; I've got cars, minibuses, and coaches and I can obtain additional vehicles including Daimler, Rolls-Royce, or extra coaches at short notice". Some customers can be converted to coach travel when they order cars. He quoted one corporate customer who was dubious when offered the Optimo instead of two cars. Once shown the coach facilities, however, he was delighted. On conversion to executive coach travel customers can become insistent to the point of accepting higher prices and the double decker was, according to Frazer, very capable of earning its

keep.

Silverline have the contract for Notts County Football Club, using the Astromega. An impressive list of corporate customers includes Marconi, 3M, JCB, a number of High Street banks, and companies associated with the airport.

## Future

After three years of hectic development Frazer intends to consolidate with the existing fleet size and aim at increasing turnover.

He confessed that his financial return on hours put into the business was probably less than when driving. However, there is the equity being built-up even allowing for the "minimum amount of financing at fixed interest".

At the time I visited Silverline the Frazer family had not had a holiday or any time-off since starting the business. The appointment of Gerry Doris and the establishment of a management team held out the prospect of a holiday in the New Year.

My lasting impression is of a man and business that will not stand still. In addition to Silverline coaches being equipped for Cellnet he plans to add a Fax facility in the double-decker. While talking about consolidation Frazer almost simultaneously examined prospects for additional business in the form of an airport courtesy coach, Castle Donnington "circuit tours", and the opportunities that may arise with Toyota's development at Burniston.

Close proximity to the airport inevitably gave rise to a light-hearted suggestion regarding chauffeur driven aircraft. Given Frazer's energetic grasp of opportunities - I wonder!



Although retired from the chauffeur hire fleet, this Scorpio has been given a new lease of life as the Medical car. The Portakabin behind is one of two that constitute Silverline's headquarters.

# DANGER SIGNS OF INSOLVENCY

## Understanding the market

To survive in a competitive market place, businesses need to be constantly alert to the needs and requirements of their potential customers. Many firms that have operated successfully for generations have collapsed because of their failure to adapt to fast-changing requirements of the past few decades.

## Selling and buying

No business can succeed unless it markets itself successfully. Anything that can keep a firm in the public eye will bring its rewards in due course.

The same careful attention should be paid to buying decisions. Stock ties up cash and should be kept to a minimum, and a range of prices should be sought from suppliers before ordering.

## Costing and pricing

A firm cannot place too much emphasis on quantifying and pricing issues. The larger the profit margins of a business, the more successful it will become.

## Budgeting and planning

Every business must have a plan. If there is no plan then there is no gauge of success. Long and short term plans should be laid. They should be looked at daily and amended when necessary. Financial requirements should be assessed and budgets made to keep spending in line with planned requirements.

Accepting the prime importance of these areas, and taking positive action to improve knowledge about them, can be considered the first step towards professionalism in business management.

Businesses also go through various stages as they grow, and each stage has its own set of problems. In the first three years, new firms tend to be run as a one-man-band and be



BY: JOHN MCQUEEN

*THE failure rate among businesses during the 1980s is running very high. Around 25,000 businesses run out of cash every year putting around 8,000 people into bankruptcy and double that number of limited companies into liquidation. New businesses suffer particularly badly, and latest figures suggest that only one new business start-up in ten will still be in place after five years.*

*Most experts agree that it is the inexperience of the proprietor that can sow the seeds of early failure. Though this is not the whole story, the basics to the successful management of any business are outlined in what follows.*

*The understanding and management of business finance means planning ahead for cash flow requirements and arranging in advance of needs for the appropriate borrowing or credit arrangements to be made. A large contract can cause the sudden expansion of a business for which it is not properly prepared. Rapid expansion requires an increase of borrowing needs before extra profits are brought back into a firm.*

undercapitalised and lacking in financial reserves. Management inexperience shows up here as the proprietor tries to cope with everything on his own as he attempts to build up the business.

Between three and five years, firms face the problems connected with rising numbers of employees and increasing overhead costs. They may also become involved in over-trading. This time is often characterised by crisis management, with problems being dealt with as they arise, rather than being foreseen and avoided.

After five years, the problems change again and are characterised by: financing

expansion; maintaining competitiveness; controlling the business; and indecision on future courses of action – for example, should the company go public?

But, whichever of these periods a firm is going through, the key danger area is cash. Cash is to business what blood is to the living body – allow it to drain away and the body becomes sickly, weak and eventually dies. In the last resort, unless the wages can be paid at the end of the week, every week, there will soon be no more pay days on which to continue in business, however good the workforce and however great the skills of the management team.

The rapid generation, conservation and effective utilisation of cash is the whole foundation on which a business rests. The more rapidly and strongly cash can be built up, the larger and more durable a business will become. This point should be self evident, yet it is amazing how many businesses seem unaware of the absolute basic importance of this essential.

It follows therefore that only two questions need to be asked to spot whether a firm is heading for trouble: Is the firm running out of money? If so, how fast? Conversely, if the business is gaining in strength, is it growing too fast to fund itself adequately as it grows? If it is,

what action needs to be taken, and how soon?

Insolvency has often been excused by the "falling roof" syndrome or the domino theory. Although the collapse of a business does indeed often occur quickly – for example, when a bank withdraws its support to a company overnight – nonetheless management should have been aware in advance of the warning signs of impending failure.

Ignoring one sign often breeds another, in much the same way as one bad debt seems to often trigger another as hurried steps are taken to try to recoup the first loss. But there are both preventative and curative measures that can be taken to tackle the kind of business maladies of which these signs are the symptoms.

## Loss of financial backing

The solution here is to improve financial planning. Banks and creditors have their reasons if they decide to withdraw support. If financial backers are informed of what is

happening in a firm on a regular basis it is unlikely that there will be the sudden withdrawal or support that wrecks the chances of survival of so many firms.

Often the real cause of this problem is overtrading. A firm should never be allowed to grow faster than its capacity to finance its increased activities. Slow but steady growth is the key to success.

## Major bad debts

It is essential for every firm to have effective credit control systems to avoid this sort of problem. Some 40 per cent of the assets of the average UK company is tied up in debts owed to it.

It goes without saying that smaller companies especially, though larger ones too, are vulnerable to a major default in payment by a client. Credit checks and controls are essential to avoid these pitfalls. And too few companies are aware of the possibilities of insuring against credit losses through credit insurance companies like Trade and Indemnity.

## Loss on a major contract

The attractions of an apparently lucrative order can lead to neglect of basic preparations in an over-eagerness to obtain a large contract. It is important to keep cool-headed and avoid impetuosity when making decisions. Panic action to recoup a loss on a contract can often lead to other losses as is the case with bad debts. The prime duty of management is to make money for a firm, not to lose it by rash actions.

## Destruction of a major asset

Too often there is a tendency amongst businesses to cut corners on insurance in order to save in the short term. In the longer term this can prove fatal. The proper maintenance and management of insurance matters should be given the highest priority to avoid the catastrophic consequences that can occur as a result of being under-insured.

## Violent changes in trading

Changes of government and sudden shifts in the economic climate can sometimes effect businesses quickly, many of whom are first to feel the effects of a boom or a recession. In these circumstances it is always wise to keep cool-headed and measured.

## Other conditions

Economic factors inside and outside the country can sometimes cause major problems when the price of certain imported materials and other services may fluctuate wildly – like the recent rises in oil prices. Outside events that may effect a business should be monitored closely so that sensible management decisions can be taken to ride through any storms.

Many businesses fail because of poor management and weak organisation policies and procedures. Sometimes, too, they collapse through being entirely reliant on one major customer or supplier.

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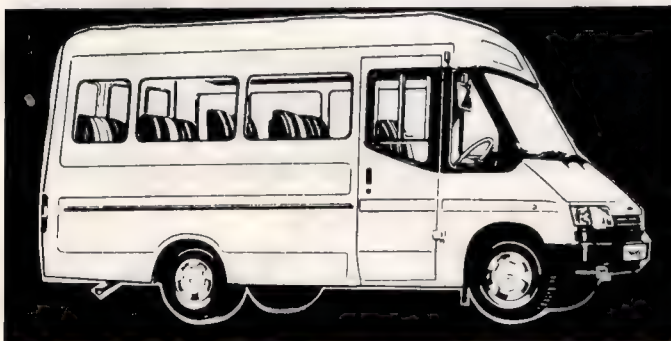
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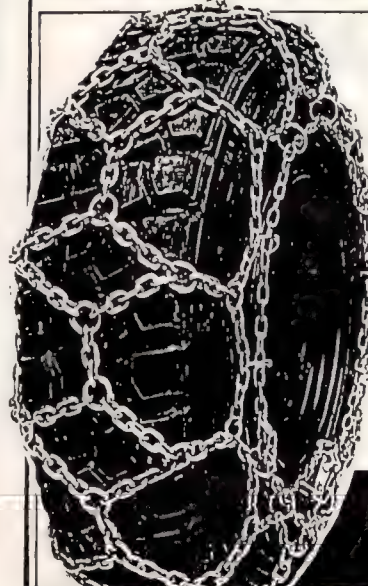
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# Hard times for Easyway Bus as licence is revoked

**T**he six vehicle PSV operator's licence held by Mr Jack Mather, trading as Easyway Bus, of Blackpool, has been revoked on maintenance grounds, by the North Western Traffic Commissioner, Mr Martin Albu.

Mr Mather appeared at disciplinary proceedings in Manchester in the light of the history of annual test results, the issue of prohibition notices to his vehicles, and complaints from two private hire customers.

Department of Transport vehicle examiner Mr Colin Gibson said that Mr Mather was engaged in the operation of local bus services, private hire and contract work. He had been the subject of three public inquiries in the last three years, the last being in February when a licence was granted expiring at the beginning of January 1990. (Coachmart, February 24th.)

Mr Gibson said that on July 17th a letter of complaint was received from a Mr Warner regarding several aspects of Easyway's operations including vehicle condition. On July 25th a vehicle presented for annual test failed for 16 items; an immediate prohibition being issued for six defects. A second vehicle presented for annual test the same day failed for three items. On July 27th a letter of complaint was received from a Mr Swindells, again about several aspects of Easyway's operations including vehicle condition. On July 31st a vehicle presented for annual test failed for three items. A second vehicle presented for test on the same day also failed for three items. All four tests had been applied for on July 3rd, with a request that they be arranged as soon as possible.

On August 1st two vehicles were presented for retest and both passed. On August 7th the prohibited vehicle was presented for retest and clearance of the prohibition. It failed the retest for four items, there was a refusal to clear the immediate prohibition and a delayed prohibition was

issued.

Mr Gibson said that he visited Easyway's Princess Street premises on August 14th to carry out a spot check. Of the 11 vehicles owned, Mr Mather claimed that seven were fit for service. Three of those vehicles had just passed annual test and he carried out a partial spot check inspection on two of the other vehicles. That resulted in the issue of an immediate prohibition listing three defects to one vehicle and a defect notice listing four defects to the other. There were no driver defect reports or schedules of intermediate work carried out.

After a detailed study of the inspection records, he concluded that they were not consistent with the condition of the vehicles.

All the inspections and maintenance work was carried out by one fitter, said Mr Gibson. The facilities comprised of a building capable of housing two single deckers over two 22-foot inspection pits. Access to one pit was partially blocked and the other was blocked by a disabled vehicle; which meant any work had to be carried out in the yard outside. The equipment was reasonably adequate, apart from an absence of any brake testing kit.

at the last public inquiry.

Mr Gibson said there were several aspects of the Easyway operation that were unsatisfactory. Mr Mather seemed to be unable to provide a fully reasonable service to his customers. He seemed unable to satisfactorily prepare vehicles for annual test. A total of 55 defects were found on the four vehicles tested and the two partially spot checked, including seven immediately dangerous items, six items of a delayed nature, 29 annual test failure items, and 13 advisory defects.

Mr Philip Warner, presiding minister of the Preston Congregation of Jehovah's Witnesses, complained about coaches provided by Easyway to take 90 people to a three day conference in Manchester in July.

On day one a coach was said to be in an extremely shabby condition and could only be described as antiquated. The passenger entrance door had to be kicked from the outside before it would open. The interior was dirty and there was an offensive musty smell. On the return journey it started raining. A substantial quantity of water came into the coach, soaking passengers and seats. One woman got oil and dirt on a white coat. It was noted that

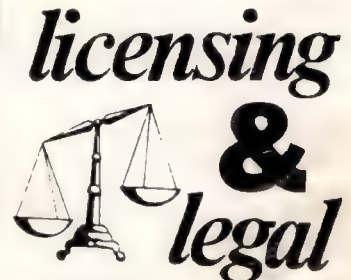
**'The church party had planned to finish their trip with a walk across Morecambe Bay. But the coaches arrived two hours late.'**

Mr Gibson said that in January 1988 Mr Mather had pleaded guilty before the Lancaster Magistrates to charges of failing to maintain the brakes of a vehicle, and of using it with an unsealed tachograph and with a defective exhaust, being fined a total of £230. The prosecution followed an accident at the Morecambe Market Car Park in July 1987, and the imposition of a prohibition notice on the vehicle concerned listing seven defects.

Mr Mather said those convictions had been brought up

the speedometer was not working. The driver's attitude was one of indifference and there was a complete lack of sensitivity.

He refused to enter the coach park and insisted on unloading the passengers in a street where there were "no waiting" signs. On day two, there was no improvement in the condition of the coach, and the seats were saturated from the previous night's downpour. The appearance of one driver was said to be decidedly scruffy. He was said to have oil-stained hands, a shirt unbuttoned to the waist, and



**WEEKLY REPORT  
ON LAW  
AND THE  
COACH OPERATOR**

**By Michael Jewell**

to be unwashed and unshaven. He had given the impression that he had worked through the night to get the coach on the road. It was also said that it had been reported that children, while journeying on the coaches, were playing with beetles and woodlice that infested them.

Mr Warner said that the defective speedometer was not corrected and it did not function throughout the three days.

Mr Peter Swindells, of Freckleton, Preston, complained about coaches. He had arranged to take a party from St Paul's Church, Warton, on a visit to Kendal, finishing with a walk across Morecambe Bay.

It was said that the two coaches arrived over two hours late, which meant the party had to alter its itinerary. The leading driver was said to have twice attempted to go down roads with a size restriction. When the coaches turned up to collect the party for the return journey at Grange over Sands, it was seen that one had a broken windscreen.

The driver was said to have explained, that he had used his brakes a lot to manoeuvre while parking, the air brakes had lost their stopping capability and he hit a wall. The driver said the coach was roadworthy, and he had not been aware at the time that it was

illegal to drive a coach carrying passengers with a smashed windscreen. When that coach attempted to leave the hotel car park, the driver began to have problems with the brakes, saying that the pressure had not built up but that it would when the engine had been running for a short while.

In attempting to get the coach off the car park without the brakes working properly, he got it jammed on a rockery and proceeded to rip off all the coachwork running along the bottom of the coach. He still maintained that the coach was roadworthy, assuring the male passengers that the brakes were alright. However, a few minutes later the driver had said that there were two small leaks on the brake pipe. That was the final straw, and the passengers were taken off. From then on the driver did not seem to be bothered about anything, and it was left to the party to make its own alternative arrangements to get those passengers home. The other coach kept cutting out when coming to a halt, and when it arrived back in Warton a patch of fluid appeared on the road from underneath. The drivers did not seem to know where they were going and had to be shown on a map. One had on a shirt which was fastened with one button down towards the stomach.

Questioned by Mr Mather, Mr Swindells said that he was told about the leaks in the brake pipe after the vehicle had been damaged.

Mr Mather said that there had been no fault on the braking system of the vehicle concerned. It was just the way that the driver had operated the brakes, ignoring the air pressure warning buzzer.

He had had considerable problems throughout the last two or three years in regard to maintenance. It was not a case of wilful neglect. He worked 20 hours a day but he still could not cover every aspect of the business. It seemed that he just could not get fitters who were dedicated to do a proper job. He had to "make do and mend" as best he could. He did not think that it only applied to Easyway. It was common throughout the industry. He had also been held to ransom by drivers. There was a shortage of drivers and they were in high demand. He had had a great deal of problems with drivers failing to turn in for work, with their attitude to the job and their attitude to passengers. There was not a great deal he could do other than sack drivers.

One coach had to be put back together after being stolen and smashed up. Another coach had been vandalised for no apparent reason.

He was looking to dispose of the business in the very near future, and he asked that he be allowed to continue to operate on the current basis until the end of

private hire commitments. There had been no complaints whatsoever about the schools service.

Revoking the licence, Mr Albu said that at a public inquiry in September 1986, Mr Mather had been given a strong warning by the then Acting Traffic Commissioner. The duration of the licence was cut

## **'One driver was decidedly scruffy. He had oil-stained hands, a shirt unbuttoned to the waist and was unwashed and unshaven' - Jehovah's Witness.**

March 1990, when the licence could be cancelled.

Questioned by Mr Albu, Mr Mather said that he operated two registered local services, Service 53 between Squires Gate and Poulton le Fylde, and a schools service subsidised by Lancashire County Council. He also had

to one year, and another warning given, at a public inquiry in February 1988. (Coachmart, March 11, 1988.) In February, the Deputy Traffic Commissioner had given Mr Mather yet another warning, when he renewed the licence for one year for only six vehicles. (Coachmart, February 24th, 1989.)

In each case Mr Mather had made various excuses about staffing problems and vandalism.

They had now heard that in July there were a series of other problems. Mr Mather and his drivers seemed incapable of providing a proper service to private hire customers. The vehicles had been in an unsafe and dirty condition. Vehicles had failed their annual test and in August further prohibitions were issued. It appeared that Mr Mather was incapable of fulfilling the statement of intention to keep his vehicles in a fit condition.

Mr Albu said that he was not prepared to take the risk of allowing Mr Mather to continue to operate until March. However, he was prepared to delay the revocation by 10 days to give the County Council time to find another operator for the schools service.

# **Durham Travel's licence duration cut**

**T**he North Eastern Traffic Commissioner Mr Frederick Whalley has cut the duration of the PSV operator's licence held by Durham Travel Services Ltd, of Houghton le Spring, so that it now expires at the end of March 1990, following a Newcastle upon Tyne public inquiry.

The company, which holds a licence authorising the operation of 19 vehicles, had been called before the Commissioner because of prohibition notices imposed on its vehicles, allegations that it had failed to comply with a statement of intention that its vehicles would be inspected every three weeks, and allegations of speeding by its drivers. Notice had also been given that the Commissioner proposed considering the company's financial status.

Durham Travel Services is one of the joint venture companies set up to provide some of National Express's services.

Department of Transport vehicle examiner Mr Norman Jackson gave evidence concerning the imposition of five immediate prohibitions and a number of defect notices between February and July. Two of the prohibitions had been issued to vehicles presented for annual test and two had been issued to vehicles in operation carrying passengers. The other prohibition had related to a vehicle with a cracked windscreen. An examination of the

company's inspection records showed that the period between inspections had been extended to four weeks on occasions.

Questioned by Mr John Backhouse, for the company, Mr Jackson said that an unloader valve had stuck open preventing air pressure building up on one of the vehicles presented for annual test. He accepted that it was a latent defect that had arisen during the course of the test and that it would not have been previously apparent. However, it might be that the valve had not been replaced at the interval recommended by the manufacturer, said Mr Jackson. He admitted that he did not know what the manufacturer's recommendation was in that respect but said that he thought that the valves should last for three years. He agreed that the collapse of the left hand side of the suspension on a vehicle returning from London was due to a fracture of a levelling rod. He accepted that was also a latent defect which would not have revealed itself before the fracture occurred.

Mr Jackson said that the other vehicle given a prohibition while in service had two defects. One of the block rubber engine mountings had sheered at the rear off-side, and brake linings were loose in the off-side rear brake shoe because the rivets were of the incorrect length. He agreed that the brake shoe had recently been fitted and that the

rubber engine mounting was not displaced, could have sheered at any time, and would not have been observable as a potential fault until it did shear.

Mr Eric Bowerbank, the company's engineering director, said that in the case of one vehicle prohibited during its annual test, the fitter had not adjusted the brakes correctly on one side of the vehicle and it had not been apparent when the vehicle was driven to the test station. As far as the other vehicle prohibited at test was concerned, the company had had considerable problems with unloader valves. They had only been lasting for six months. They had now solved the problem by fitting an air drier, something he understood the manufacturers were also now doing.

The vehicle prohibited because of a broken windscreen had been out on a road test. A replacement windscreen had been ordered and it would have been fitted before the vehicle went back in service. Twisting of the body tended to cause such cracks and they were constantly having to replace windscreens.

Dealing with the loose linings in the brake shoe, Mr Bowerbank said that the linings and the shoe were supplied as one pack. They had assumed that the rivets were the correct length for the linings. However, it transpired that the rivets supplied were of the wrong

# LICENSING & LEGAL

length. When other vehicles in the fleet were checked, it was found that the incorrect length of rivet had been supplied on one or two other occasions as well.

Questioned by Mr Whalley about the inspection periods, Mr Bowerbank did not accept that the company had not kept to its statement of intention. He said that three weeks had simply been the time he expressed when they applied for the licence. He had made it plain from the beginning that inspections were on a mileage basis. That meant for the majority of vehicles the inspection period was shorter than three weeks. Four weeks was the back stop for low mileage vehicles.

After letters were produced referring to the maintenance arrangements for three new leased vehicles, Mr Whalley said that he did not accept that the stated maintenance arrangements could be varied in that way and he expected the company to stick to its original statement of intention unless it made a variation application.

Mr Backhouse said that the arrangements for those vehicles would be submitted to the Traffic Area Office in writing.

Mr Whalley said that after one of the company's vehicles had been observed speeding on the A1 trunk road, travelling at over 70 mph in a 60 mph limit, a traffic examiner had inspected 75 tachograph charts he had obtained from the company. An analysis of those charts showed 12 occasions when the maximum speed limit had apparently been exceeded by nine different drivers.

Mr Peter Lee, the company's managing director, said that speeding by drivers was not tolerated. The majority of the company's work was scheduled timetabled services on behalf of National Express. There was nothing in the timetables that required drivers to exceed the speed limit. Though it was not accepted as an excuse, it appeared that delays caused by roadworks had been the reason for the apparent speeding. It had been made clear to drivers this would not be accepted as an excuse for speeding. The speeding incidents had been picked up by the company's own disciplinary procedure even before they had been raised by the Commissioner, and action had been taken.

He was satisfied that, with the exception of one driver, these were isolated incidents involving individual drivers. The company had now dispensed with verbal warnings in instances of speeding. Drivers who exceeded the speed limits were given two written warnings and then dismissed.

Producing warning letters written to drivers, Mr Lee said that subsequent checks of the tachograph charts had revealed that the drivers concerned did not normally offend again. However, in one case, that of a Mr West, a final warning had been given.

Mr Whalley said that he would direct that Mr West's charts be again checked by enforcement officers.

Mr Bowerbank said that the company was in the process of equipping its vehicles with Romatic speed controllers. Some vehicles were already equipped with Econocruise equipment. However, they had found the latter to be very difficult to maintain and obtain parts for. To set the Econocruise equipment at 70 mph, the vehicle had to be driven at that speed. Of the five vehicles equipped with Econocruise, only two were still operational. The Romatic equipment could be set at various speeds, it could be set up in the workshop and they could maintain it themselves.

After Mr Whalley had commented that its weakness was that for speeds other than 70 mph it was up to the driver to press the appropriate button, Mr Bowerbank said the company's drivers were willing to do so as they were aware that the equipment was reliable. They were gradually replacing the Econocruise equipment and equipping those vehicles that presently did not have speed limiters.

Mr Whalley indicated that he did not feel that he needed to hear anything further concerning speeding by drivers, and said that having looked at the company's accounts he was satisfied about the financial aspects.

Mr Backhouse said that it was wrong to suggest that the company had operated vehicles knowing that they had dangerous defects. Three of the prohibited vehicles had not been in operation carrying passengers when the defects were discovered, and in respect of the other two, no blame attached itself to the company.

Mr Whalley said that he concluded that the company had not fulfilled the statement of intention in relation to the period between inspections, and the prohibition notices alone were grounds for taking action. However, he did not feel that this was a case where a penalty was appropriate. He proposed cutting the duration of the licence to give the company a reasonable period in which to get its house in order, and he would have another look at the situation next March.

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In the early days of service 86, a coach seen at Old Kilpatrick.

**A**t the end of September Glasgow based John Morrow Coaches increased its presence on the local bus service scene in Clydebank and Drumchapel by introducing several new services.

John Morrow has been a coach operator for several years, having previously operated a taxi business in Drumchapel, but has operated local bus services for less than three years. He started doing so almost by chance.

When Kelvin Scottish de-registered one of their services in the area, Strathclyde PTE suggested that a replacement might be suitably integrated with a schools contract he already held. He tendered successfully on this basis but, at the last minute, Kelvin decided to reinstate their service. At this stage Morrow decided to go ahead anyway and his service 86 (Clydebank-Old Kilpatrick) was introduced on a commercial basis.

Morrow was very pleased with the results and, with various changes to improve its passenger appeal, it continues today. More local commercial services were quickly introduced.

Coaches were originally used for the services, but this year a fleet of secondhand Leyland Nationals and former Scottish Bus Group Leopards have been placed in service, all smartly repainted.

At the end of July, Morrow took over the tendered inter-station service 98 in Glasgow which had previously been operated by another independent, Wilson of Carnwath. One Leyland National has been dedicated to this service painted in the eye-catching style used on the railway rolling stock in Strathclyde and carrying the Strathclyde Transport logo as well as Morrow's name. A second National, required to increase the frequency at busier times, is in Morrow's standard livery.

The latest services include a tendered service, the 85B (Alexandria-Tullichewan) and a

## Morrow expands in Clydebank

by Alistair Douglas.

number of workings, to and from Partick Bus Station, run as services 14A and 133 which use what would otherwise be dead mileage resulting from a move to new garage premises. The other services are of more significance.

(Clydebank-Drumchapel) operate only in the evenings. These are expected to do little more than cover their costs but their introduction is in accordance with Morrow's philosophy of trying to meet his passengers' needs rather



Standard liveried National at Central Station.

The 147 is a circular service in Clydebank which, says Morrow, will serve parts of a housing estate where the other, larger operators were reluctant to go. The 149 is also a circular service but in the huge Glasgow housing estate of Drumchapel. This will serve much the same area as an existing Strathclyde Buses tendered service.

Three other services, 140 (Linnvale-Duntocher), 141 (Linnvale-Faifley) and 145

than just skimming off the most profitable traffic.

As a local resident and a former taxi owner Morrow believes his detailed knowledge of both Clydebank and Drumchapel, and the travel requirements of their inhabitants, stands him in good stead.

Most of Morrow's buses now carry the legend "Your Reliable Service" on the front. This is no mere slogan. He places great store on reliability and timekeeping. He points out that most of the Kelvin Central and Strathclyde Buses services in the area are part of long cross-city routes and, as such, are subject to serious traffic delays in the city centre. Morrow's purely local services do not have this problem and he believes that passengers, confused by frequent service changes and unreliability, appreciate being able to wait in confidence that his buses will arrive on time and that they respond by using his services in preference to the others.

To achieve the level of reliability he regards as essential, he is convinced that it is vital to employ only the best drivers. Knowing most of the bus drivers in the area, he has hand-picked his team and is proud that several have been with him since day one. He insists that they adhere rigidly to the timetable and do not become involved in any jostling for passengers by running early or late.



The specially painted National duplicates the BR/Strathclyde Transport livery even to the all-yellow front and rear.

# LANCASTER— HISTORIC CENTRE OF THE NORTH



The Ashton Memorial provided work for a family's textile labour force during hard times.

**T**HE grey ribbon of the M6 threading its way from London through the industrial wasteland of the West Midlands and onwards is somehow dismissive of Lancaster.

The signposts to Lancashire's county city vie for attention with those for Liverpool, Manchester, Blackpool and even neighbouring Morecambe. Yet Lancaster is arguably the most historic and important city in the North West, lending its name to the county before the shire was created.

Lancaster's past is an exceedingly violent one, the castle housing a succession of innocents bound for the gallows. The Pendle Witches are, perhaps, the best-known of these supposed miscreants. The shamed dozen languished a full two years in the



An England for Excellence award... and well deserved. TDAP's Sarah Foster shares some of the honour with colleague David Wright.

squalor and filth of Lancaster Castle until they were mercifully executed before the madding crowd.

The castle is a classic example of the historic riches which Lancaster has to offer. It's an obvious landmark, built alongside the Priory and Parish Church of St Mary and dominating the city with its size and its antiquity. A prison it was, and still is, the razor wire along the walls a reminder that it still incarcerates wrongdoers. Below it, down steep paths which once were the foundations of a Roman fortress, is a reminder of the future of Lancaster... its tourist coach park.

Lancaster was in danger of letting its rich past go unnoticed until the English Tourist Board initiated a new campaign of

## AN INVITATION

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- 1975-77 BRISTOL VRT3. Northern Counties, 2 door, no test certificates.
- 1972-75 LEYLAND ATLANTIAN AN68. East Lancs and Park Royal bodies, current test certificates.

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- 1982 'X' reg BEDFORD YNT Plaxton Supreme V, 53 seats, 4/90 Test Certificate.
- 1981 'W' reg BEDFORD YNT Duple, 46 reclining seats and spare set of 49 fixed seats, current test certificate.
- 1982 LEYLAND TIGER Duple Goldliner, 46 seats, d/glazing, toilet on saloon floor, current test certificate. Choice of two.
- DAF MB. 'C' reg 85/86, Berkhof, 49-53 seats, sunken toilet at rear, automatic gearbox.

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# TOURISM



**The Priory and Parish Church of St Mary**

awareness through the Lancaster Tourism Development Action Programme. The TDAP has since blazed a trail through the city - one which has earned it one of the ETB's England for Excellence awards, and which is now well-trodden enough to earn money for excursion and tour operators.

The Legacy is the buzz-phrase which launched Lancaster TDAP, but the area's legacy from a declining textile trade and the loss of much heavy industry is that it must now make the most of its past. The innate warmth of its locals may be due to the fact that they are no strangers to visitors, having long been provided seasonal work by neighbouring Morecambe. The waning popularity of Northern England's seaside resorts has been to Lancaster's benefit.

The emphasis which is placed on Lancaster's past is well-chosen. In a whistle-stop weekend tour of the city, one was left almost bewildered by the sheer number of "attractions" - a glib word to use perhaps for ancient monuments and institutions which have quite literally shaped the history of England. No American visitor can fail to be impressed by the splendour of buildings which were erected long before Columbus set sail.

In the precincts of the castle, the priory is an extremely well-preserved catalogue of England's religious history, from its humble beginnings as a Saxon church, through the Norman conquests, the Reformation, to a regimental chapel built in 1903 which boasts the largest collection of regimental colours in the country, and Coptic crosses which date back to the 4th Century AD.

A short walk from castle and priory is the Maritime Museum, formerly the custom house built by local furniture magnate Richard Gillow in 1764. With

Lancaster very much regarded as an inland city, that may seem odd, but long before the Lune estuary silted up, it was a busy sea port, handling spices, grain, cotton and contraband in massive quantities. The fisheries of Morecambe Bay provided a backdrop for all this activity, and the museum ably reflects both with its modern approach to exhibiting the ancient.

The museum theme is consistent, the Judges Lodgings in Church Street offering a superb



**The coach park is within sight of the Priory Church and Castle.**



**Medieval instruments of imprisonment bear witness to Lancaster Castle's violent tradition.**

## The regimental chapel in the Priory and Parish Church.

collection of Gillow's antique and exquisite furniture, and the Museum of Childhood featuring the Barry Elder collection of dolls. The visit brought the memories of being Ink Monitor, and carving names on the desk lid, flooding back. All of this was aided by TDAP's resident historian David Wright, who whisked the cane in masterly fashion for our entertainment, but ended up making us long for playtime!

A break from the diet of memories can be provided by a variety of superb restaurants and hotels. We visited just four. The Post House Hotel, on the Caton Road just off junction 34 of the M6, was as you would expect from a THF hotel - spotless and sumptuous. The group rate (for 20 or more) was £32 per night, and the service shamed some hotels twice its price. Elsewhere, B and B in 1989 could be got for as little as £13 per night in smaller hotels, but would require use of two hotels for a large coachload. The Post House offers 275 rooms, plus considerable leisure facilities on



## FACTFILE

**Lancaster TDAP: White Cross, Lancaster LA1 4XQ, Tel:0524 841249**

**Ashton Memorial and Butterfly House, Williamson Park, Lancaster LA1 1UX, Tel:0524 33318 Visit 1.5 hrs minimum.**

**The Music Room, Sun Street, Lancaster, Tel:0524 39741, ext 333. Visit 10 mins to 20 mins, free admission.**

**Lancaster Castle, Shire Hall, Lancaster, Tel:0524 64998. Visit 45 mins, 60p adults, OAPs/children 30p, min party 10, max 50.**

**Judges Lodgings Museum, Church Street, Lancaster, Tel:0524 32808. Visit 1 hour, 10 percent admission reduction for parties (phone for prices).**

**Lancaster Maritime Museum, Custom House, St George's Quay, Lancaster LA1 1RB, Tel:0524 64637. Visit 1 to 1 hrs, 50p adults, 25 children/OAPs.**

**Priory Church, Castle Hill, Lancaster, Tel:0524 65338. Visit hr to 1 hr, admission free (donations accepted).**

**Levens Hall and Gradens, Kendal, Cumbria, Tel:05395 60321. Visit 2 hrs, £2.35 adults, £1.40 children (group rate).**

\*It must be emphasised that this is just a small selection of Lancaster's attractions. Details of many others can be obtained from the TDAP, and all coach operators planning a new tour to the city should first contact them. A full programme can be arranged via Sarah Foster, Tel:0524 62530.

## TOURISM IN BRIEF

■ William Forrester, an Oxford graduate and teacher, has been named London's top tourist guide at the London Tourist Board's Blue Badge Guide of the Year Awards

Wheelchair-bound Forrester, who has been guiding since 1981, lectures extensively on guiding and other courses. He has also researched and presented programmes for Central and Thames TV and BBC radio.

The runners-up were Eileen Allen, who speaks five European languages, and Helen Tozer, senior tutor on London Guide Training course.

The award scheme was launched by former LTB chairman, Sir Christopher Leaver. Contestants were nominated by a range of tourist attractions and were judged on personality, performance, client handling, quality of interpretation and flexibility.



Christley: "These changes represent a milestone in resort marketing."

■ IN A BID to avoid bureaucracy, Morecambe's town hall has divorced its tourism marketing from other council business, and set up a tourism "board" of nine councillors headed by David Christley.

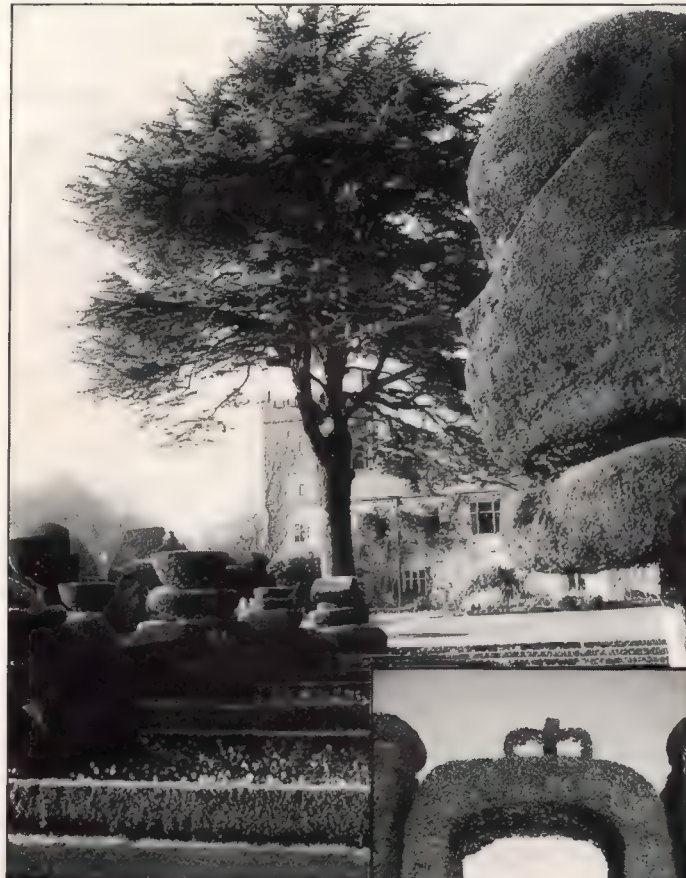
Previous council decision-making was plagued by political problems, budgeting and unaccountability, say the new department. Now, the local authority is looking forward to reaping the benefits of this streamlining.

■ PLEASUREWORLD plc has announced plans to spend £12 million over two years expanding its tourism businesses.

Pleasureworld Hills theme park at Cleethorpes is to get a cash injection of £5 million, the new Sea Life Centre at Great Yarmouth is to cost £2.5 million and will become the biggest display of marine life in the UK, while Bure Valley Railway is to be opened next summer.

Bob Francis, chairman of the RFK Group, which owns Pleasureworld, expects the company's seven attractions to be seen by 2.5 million tourists by 1991.

■ BRIGHTON has appointed a new tourism marketing officer, Warwick Toone, to help promote the East Sussex resort. Toone (38) comes from a post as chief marketing officer with Scarborough Borough Council, but was born in Margate.



Levens Hall and Gardens... a delight to the eye.

The topiary of Levens Hall gardens is magnificent.

site.

The Royal Kings Arms was around the same price at group rate as the Post House, but is an historic building and may have more appeal for some. Its city centre location allows parties to wander at will, without the need for the coach to reach attractions. On the minus side, it suffers a little from its location, and sightseeing excursions outside the city require the driver to negotiate the one-way system. You can take your pick....both hotels were well-run.

The Old Rectory can accommodate 24 guests at a slightly dear £51 a night group rate, but the food which we sampled was served with aplomb, and all five courses were delightful. Our other taste of Lancaster was on the 12-seater Lancaster Packet narrowboat; great value but, obviously, a treat for the few in a large party.

Back in the past, David Wright's own "baby", the Music Room, is an odd example of plasterwork gone mad. Originally a garden room for the Marton family, the baroque work is thought to be by Vassali and was



lovingly restored by the Landmark Trust. One gets the feeling that Mr Marton thought that, since plasterwork was tasteful, the more you had, the

more tasteful it became. It is a unique example of ostentatiousness.

The Ashton Memorial is the best-known of all Lancaster's landmarks, a memorial to the industrial revolution, built by a family with the wealth of the textile boom. In its dome is housed an audio-visual treat - a nine-projector slide show which gives the visitor an insight to its foundations and charts the sadness and poverty on which such exuberance depended. Nearby, a tropical butterfly house, cafe, garden and coach parking make the area suitable for a two-hour excursion. Coach parking is among the cars, and may not be available at peak times.

For us, by far the most intriguing treat was the last. Levens Hall and Gardens are proof, if proof were needed, that England's history lives. The house, on the A6 south of Kendal, is exactly that... not a musty relic but the residence of the Bagot family whose affection for its past sees them living among the memories of those who built it in the 14th Century.

It is proud of the fact that it has entertained the Prince and Princess of Wales within its cosy rooms, and that may prove a draw for tourists fascinated by the Royal family. But that is possibly the most minor of its historic achievements, and the artefacts collected by the successive owners are simply stunning. They are arranged haphazardly along any convenient bookshelf, or on equally ancient tables, as if they were mere ornaments, and visitor can sense that they are not in a museum but in someone's house. It's as English as the Royal family itself.



Carol singing in the town centre.

## PRODUCTS

# Coach passenger recovery service set for launch

**A**N INGENIOUS 'co-op' scheme to provide emergency cover for buses and coaches is being launched in January by Passenger Recovery Service.

As its name suggests, the firm offers members hassle-free arrangement for passengers to be collected and to complete their journey at a pre-set rate, leaving

the operator to get on with the problem of recovering the vehicle.

Every member will be registered on computer, and will provide local emergency cover when possible, while enjoying its benefits during its own emergencies. The emergency hire rate starts at a minimum of £30 per recovery, at 60p per mile. Membership will cost £75 per

annum, and will provide all emergency cover.

The PRS was the brainchild of Gloucester man Archie Kennedy and his partner Mike Smith, who operates his own fleet of six vehicles. They hope to offer vehicle recovery too, on the same co-operative basis, in Spring of 1990.

'We hope that the industry will

be behind us in this venture,' says sales director Kennedy. 'With a reasonable strength of membership we would expect to be able to negotiate further discounts with a number of organisations'.

## Full-colour brochure

**F**ULL-COLOUR brochure showing Wilcomatic's Monarch Profile vehicle washer is available to interested operators.

The excellent brochure goes into great detail, and gives typical power and water consumption figures. Get a copy by 'phoning 01 684 9900.

## Big order announced

**V**OITH has announced orders for 87 of its DIWAbus transmissions, 77 of which are for Dennis Specialist Vehicles and ten for Volvo Citybus.

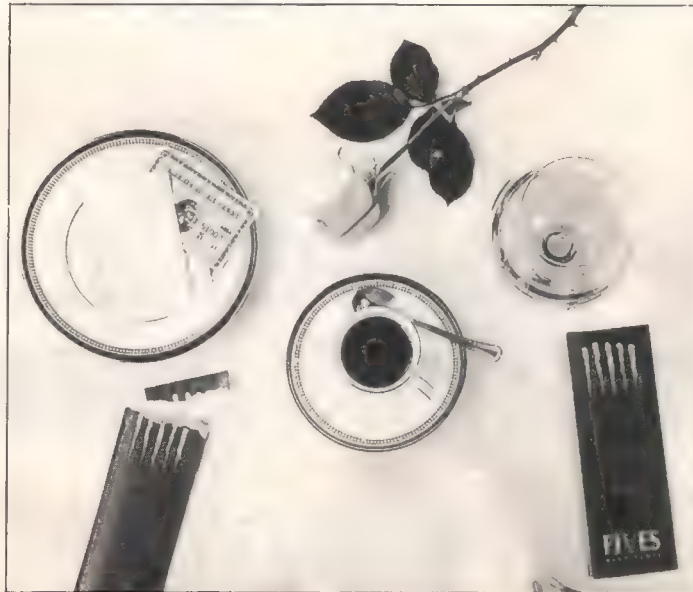
Drawlane have specified 42 of the Voith boxes for a mixture of vehicles going to London Country, Midland Red North and North Western Roadcar. The other 45 transmissions were specified by China Motor Bus for Dennis vehicles.

## Keep it clean with Fives

**O**N-BOARD catering - whether it be sandwiches or hot drinks - leaves customers with sticky hands.

Some are unable to resist the temptation to wipe them clean on the vehicle's upholstery, with expensive consequences. But a Fives hand towel, says the maker, could save the day.

Similar to many wet-wipes, these towels are pre-packaged with their own scented liquid. Unlike many of the others, Fives are designed to be heated in a microwave for that extra bit of luxury, and are a foot by eight inches in size. Full details of the product are from Maneko, Tel: 01 286 7734.



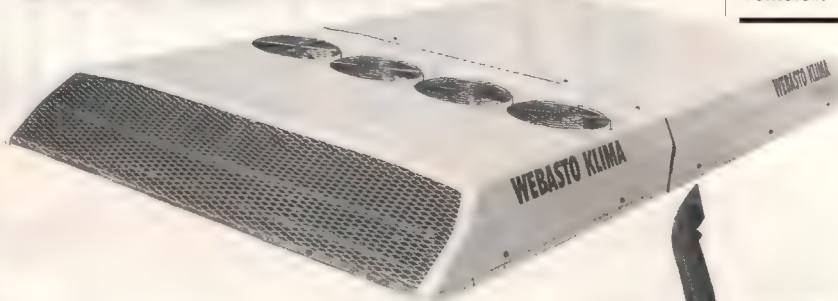
## New PSV premises for Autoglass

**A**UTOGLASS windscreen services has moved its PSV operation to Huddersfield, from its original base at Tingley.

The new premises at Unit 21, Beck Road, Ringway Industrial Estate, is situated between the M1 and M62. It offers 24-hour service for a wide range of windscreens and services, including the Betamate bonded glass system which allows the vehicles to be driven straight after fitting.

The bus and coach team can be contacted on 0484 432080, or through the free phone number 0800 363636 central control number.

## Cool move



**W**EBASTO has announced the introduction of air-conditioning systems to its range of PSV equipment.

Designed for use as both original equipment and for retrofitting, the units can be roof-mounted or integral, and are available in a range of specifications suitable for mini-coaches through to double-deck

coaches.

The units are thermostatically-controlled, offering adjustment-free operation especially useful for Continental touring application. Details are from Webasto, Tel: 0302 322232.



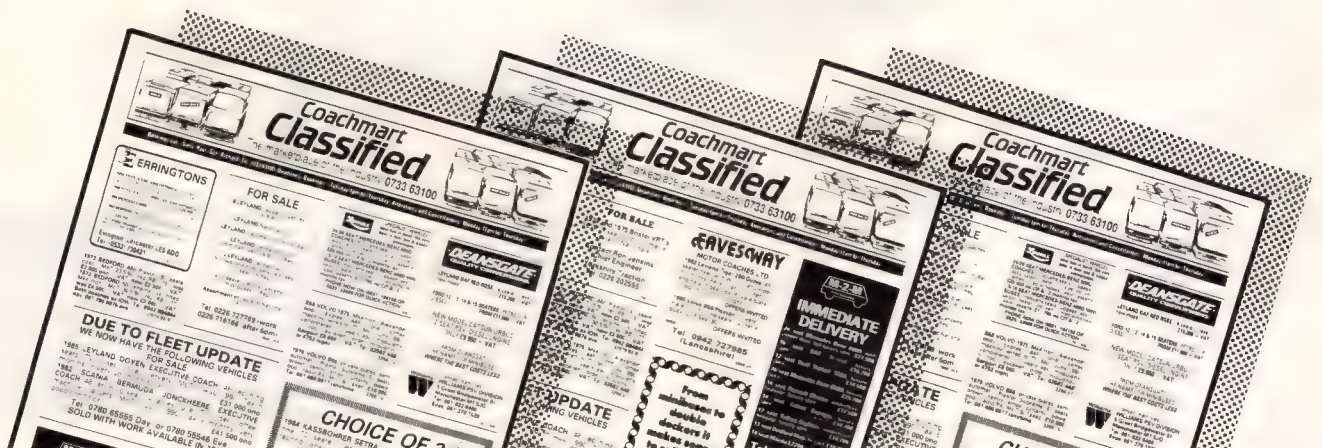
# **GOOD NEWS COACHMART**

**T**ake a look at our new  
classified section!

*From our December 7th issue, our  
classified section will be in a new four  
column format.*

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COACHMART  
CLASSIFIED HOTLINE  
TODAY!!**

**0733 63100**



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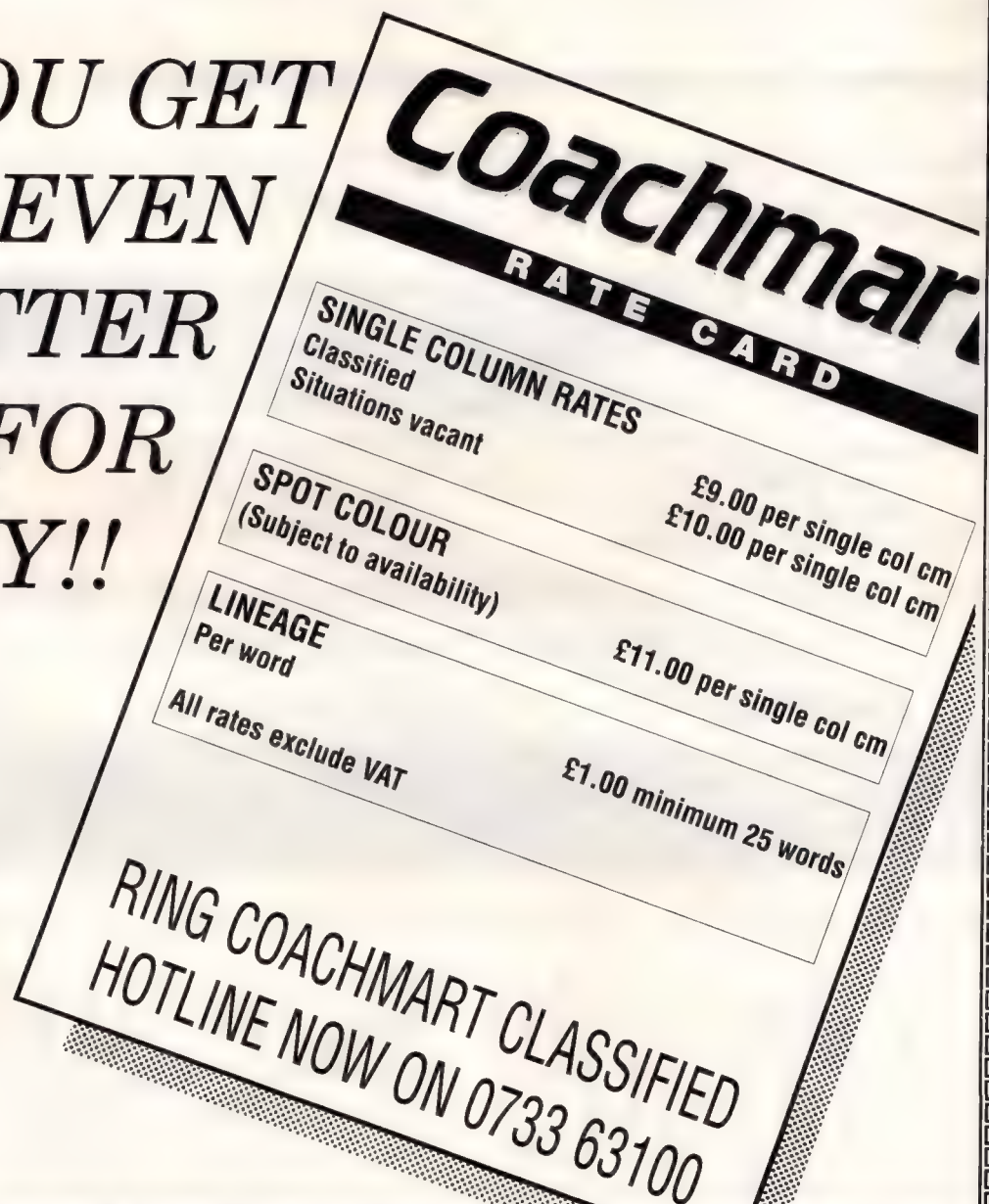
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Classified	£9.00 per single col cm
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# COACHES WELCOME



## LANCASHIRE

### BLACKPOOL ALLANDALE HOTEL

387 South Promenade

Seafront hotel, 30 bedrooms, 18 en suite rooms, all rooms TV, tea making, full ch, entertainment, parking for 2 coaches

BOOKING NOW FOR 1990 SEASON

#### EARLY SEASONS SPECIALS

March to May 4 days or 7 days (special rates on request).

Winter weekends Fri to Sun £40 Basic, £45 en suite per person.

#### ILLUMINATIONS 1990

Mon to Fri £80 per person basic, £85 en suite.

Fri to Sun £50 per person basic £55 en suite.

All prices per person and include BB & EM

**Tel: 0253 46529**

(32938/HO)

Welcome to the

### BELGRAVE HOTEL

Tenby



45 bedrooms, lift, parking, good food, entertainment, tea/coffee facilities and colour TV in all bedrooms. Superb position overlooking the South beach and Caldey Island.

#### 3, 4 and 5 night mini break tours

April and Oct from £62.50

Easter (Tues-Fri) £47.50

**Tel. Tenby (0834) 2377 or 2626**  
and ask for Malcolm Thomas

6/7 nights... May/Sept from £107.50  
July/Aug from £132.50

(33374/HO)



- SHORT JOURNEY BREAKS
- FOOD STOPS
- PUBS
- PLACES OF INTEREST
- ACCOMMODATION

Up-to-date information  
available in

*'Coaches Welcome'*

## WEST COUNTRY

### NEWQUAY JEWEL OF CORNWALL

Family run Hotel with 100 en suite bedrooms, entertainment nightly, many leisure facilities.

### TORQUAY THE ENGLISH RIVIERA

We have 20 years' experience looking after groups. Offering: 46 en suite bedrooms, in house entertainment, TV and direct dial telephone in all bedrooms, coach parking.

### ILFRACOMBE NORTH DEVON

Help your clients enjoy a relaxing holiday at one of Ilfracombe's largest Hotels. 61 beds en suite, lift to all floors, entertainment most nights.

**Special offer – Winter Breaks (2, 3 and 4 day) from as little as £8.50 per day. Avoid disappointment, call us NOW**

**Hotel Kontiki**

**Anchorage Hotel**

**West Bourne Hotel**

Mountwise, Newquay,  
Cornwall TR7 2BQ  
Telephone: (0637) 871137

Cary Park, Babbacombe,  
Torquay TQ1 3NQ  
Telephone: (0803) 36175

Wilder Road, Ilfracombe,  
North Devon EX34 8BQ  
Telephone: (0271) 62120

# COACHES WELCOME



# APPOINTMENTS

## MANAGING DIRECTOR PEOPLE'S PROVINCIAL BUSES

One of the Country's leading employee-owned bus companies seeks a new Managing Director to lead the company's bus operations.

Responsible to the employee shareholders through the non-executive Chairman, the Managing Director has ultimate executive responsibility for all elements of the company's operation, which involves some 270 staff operating approximately 100 buses from the Hoeford garage at Fareham. Services are operated in the Fareham, Gosport and Portsmouth areas.

Since privatisation in 1987 the Company has developed a strong reputation for innovation and the prospective candidate will be expected to continue this as well as vigorously pursuing the profitable development of the Company.

We are looking for an enthusiastic and self-motivated manager with a demonstrable belief in the concept of employee ownership.

A generous salary package of not less than £27K plus company car and health care benefits is offered.

Applications from people who would like to take up this challenge should be made in writing to G F Pygall Esq. Chairman, People's Provincial Buses, Gosport Road, Fareham, PO16 0ST enclosing a full cv to reach him by no later than Friday, December 8 1989.

(33216/SV/64)

## SENIOR POSITION IS AVAILABLE

### in our Management Team

for a person with considerable experience in the coach touring business. It is essential to have knowledge of routes, seeder services, reservations, accounts, computers and be able to administer drivers and staff.

Salary will be discussed at interview.

Written application with CV in confidence to

The Managing Director  
W Robinson & Son (Tours) Ltd  
Park Garages  
Great Harwood  
Blackburn, Lancs  
BB6 7SP

Please mark envelope Private  
& Confidential

(33323/SV)

## SITUATION VACANT?

Call (0733) 63100



## Coachmart Classified

The marketplace of the industry 0733 63100



Bookings call: Sally, Paul, Sue, Richard. Tel. 0733 63100. Deadlines: Bookings - Tuesday 1pm for Thursday. Alterations and Cancellations: Monday 11am for Thursday

### BEDFORD

**1981 Bedford YNT Turbo.** Full automatic, 12 mths test, 4 mths tax, 53 retrimmed seats, radio/PA, express doors. **£13,500 ono + VAT.** Tel. 0933 318942 (Northants) (33327/BE)

**YMT 1980 Plaxton Mk IV Express,** 53 seats, MoT April 1990, good clean vehicle. **£8,250 ono + VAT or part exchange for Midi Coach.** Tel. 031 666 0857 or 0836 588331. (33322/BE)

**1978 PIP YLQ 45 seater Dominant II,** taxed, tested, new full engine May 1989 still under warranty. New clutch, very tidy. **£5,500.** Tel. 051-647 9060. (33363)

**1977 (S) BEDFORD PJK Dominant,** 29 seater, tested June 1990, radio, cassette, PA, power door, wheel trims. Very clean and tidy throughout. **£4,750 ono + VAT.** Tel. 0437 890230 (33343/BE/65)

**TWO PJK 29 SEATER SUPREMES,** 1975 tested April 1990. **£3,500 plus VAT.** 1977 reconditioned engine and gearbox, new back axle, remoquetted seats, power-door, tested May 1990 **£5,500 plus VAT.** Both in excellent condition. Tel. 0200 28515 (Lancs). (33242/BE)

**V REG BEDFORD PJK,** 29 seater, Duple, 12 months MoT. **£5,500.** Tel. (0747) 83229 (Wiltshire). (33339/BE)

**1976 YMT Express,** New MoT, resprayed, **£4,500,** 1973, YNT 500, resprayed, MoT May, **£2,000.** Would swap for good late YMT with scrap engine **Brigh-ton (0273) 696195.** (33191/BE)

**DUPLE DOMINANT,** 1976, MoT March 1990, Bedford, 53 seats, excellent condition. **£3,450.** Tel. 0222 884648. (33318/BE)

**1978 BEDFORD PLAXTON,** 53 seater, MoT Oct 1990, power door, good condition inside and out. **£5,500 ono.** Tel. 0236 63671. (33359/BE)

**END OF SEASON SALE!**  
**1976 BEDFORD YMT PLAXTON SUPREME**  
 53 seats, POD, vgc, POA

**1980 YMT PLAXTON SUPREME IV**

53 seats, exceptional condition, express doors, curtains etc, POA

**1985 BEDFORD YNT PLAXTON PARAMOUNT 3200**

53 recliners, POD, curtains, outstanding condition, fitted single plate clutch, ZF gearbox, POA

*All vehicles are tested, serviced and ready to work. All are subject to VAT.*

*For further details call*

**01-881 3336**

(33155/BE/64)

**1980 BEDFORD,  
 SUPREME MK IV**

35 seater, tested Oct 1990, blue exterior, available from Dec 15th 1989.

**£14,250 + VAT.**

**Tel. 01-564 7766.**

(33308/BE)

**BEDFORD 466**

Plaxton body, MoT and taxed, reduced for quick sale.

**£5,000 inclusive  
 ovno**

**Tel. 0908 319191**

(33338/BE)

**1983 PARAMOUNT BODY**

49 E-type seats, radio, cassette, pa, power door, MoT Feb 1990, very good condition.

**£26,000 ono + VAT**

**Contact David Owen on  
 0547 528303 or after 6pm  
 0547 528859**

(33352/BE)

**1978 BEDFORD**

PJK Plaxton, 29 seater, exterior white/blue, power door, MoT May 1990.

**£5,000 + VAT - No Offers  
 Contact**

**Clintona Minicoaches  
 Tel. Brentwood  
 (0277) 215526**

(33326/BE)

**1982 X REG BEDFORD  
 PLAXTON, 500 TURBO YNT**

53 seats, retrimmed, long MoT, excellent condition.

**£14,950 ono + VAT**

Contact Paul Burton or David Cattermole

**TEL: 0449 766323  
 MENDLESHAM  
 SUFFOLK**

(33383/BE)

**Boro'line  
 MAIDSTONE**

**Maidstone Borough  
 Transport (Holdings) Ltd  
 Armstrong Road, Maidstone,  
 Kent ME15 6TY.**

**Tel: Maidstone (0622) 690060  
 Fax: Maidstone (0622) 765458**

We have for sale the following vehicles. Inspections by arrangement with the Works Manager.

**BEDFORD DOMINANT BUS, AKK 175T, 61 seats, MoT January  
 1990 .....£11,943**

**BEDFORD DOMINANT BUS, AKK 172T, 61 seats, MoT May 1990 £11,943**

**BEDFORD DOMINANT BUS, WKE 69S, 61 seats, MoT March  
 1990 .....£11,943**

**BEDFORD DOMINANT BUS, YKN 825S, 61 seats, MoT March  
 1990 .....£11,943**

**BEDFORD DOMINANT BUS, AKK 176T, 61 seats, MoT January  
 1990 .....£11,943**

**BEDFORD DOMINANT BUS, JKX 726N, 53 seats, MoT August  
 1990 .....£11,943**

**BEDFORD DOMINANT BUS, XPL 889T, 61 seats, MoT September  
 1990 .....£11,943**

**Or offers in writing to the General Manager**

**PRICES EXCLUDE VAT**

*All these vehicles have been extensively rebuilt in the last few years*

(33340/BE)

**PARAMOUNT**

12-metre YNT Turbo, 1983, Y reg, immaculate condition, 49 seats and courier, wired for TV and video, sunken rear toilet and rear continental door, full draw curtains, Nomad servery with coffee machine and fridge. **BARGAIN AT**

**£20,000 ovno + VAT**

**Telephone:  
 LANCASHIRE (0282) 66295  
 day or 601972 eves.**

(33357/BE)

**1979 PLAXTON SUPREME, three, 53 seater, taxed, long test, re-seated, re-floored this year, very tidy, Telma, £6,500. Tel. 051 647 9060.** (33364/BE/65)

**From minibuses to  
 double deckers it  
 makes sense to sell  
 them through  
 COACHMART**

## BOVA



**BOVA EUROPA II 1982.** Full Executive, 47 recliners, toilet, video, TV, stereo, P/A, drinks machine, courier seat, Webasto, Telma, new plug door. Reconditioned engine and new gearbox fitted by DAF. MoT till November 1990, must be seen.

**£30,000.**

**Tel. 0388 746205**

(33143/BOVA)

## BRISTOL

**BRISTOL, 1972 (L) RELL6L (680) ECW,** 59 seats, MoT May 90, good reliable workhorse, **£2,650 + VAT.** Tel. 0749 830126 (Somerset). (33247/BR65)

## BRISTOL LM

ECW Bodied Buses.  
1977/78 43/45 Bus seats.

For details Contact:-

**PHIL TURNER on**  
**0522 22255**

(33193/BR)

**1977 BRISTOL LH DP COACH,** 41 seats, power door, test Sept '90, taxed Jan '90, very clean, runs well, 114,900 km, **£3,000 + VAT.** Tel. (0404) 89411 eve, (0404) 46354 day (Devon). (33381/BR)

## DAF

### 1987 DAF 3000 BERKHOF

76 seat double decker coach, all white exterior, toilet, video, drinks, bunk etc.  
Superb condition.

**£79,000**

*P/X Considered Finance Available*  
**COUNTY TRAVEL (LEICESTER) LTD**  
**(0533) 393118 day or**  
**(0533) 874940 eves**

(33335/DA)

### DAF VAN HOOL ALIZEE DH

1986, private plate, 32 reclining seats plus courier, tv, video, toilet and rear servery, Webasto heating, immaculate condition.

**£50,000 ono**

**Tel. 031 663 1335**

(33183/DA/64)

## FORD

**1979 FORD 360 TURBO,** test expires 29/3/90, 49 seats, tinted windows, curtains, Telma, new engine in Sept'88 **£5,750 + VAT.** Tel (0736) 752744.

(33158/FO/64)

**1977 FORD R1014 PLAXTON SUPREME III,** 45 seats, Bristol dome, Express door, new clutch recently fitted, good contracts vehicle. **£2,500 + VAT.** Tel. 0706 72787.

(33379/FO)

**1978 FORD SERVICE BUS,** 53 seats, Alexander body, Ford exchange engine, plus gearbox and refurbished, test till Aug 30/90, **£4,250.** Tel. (069887) 242 day, 289/264 eve.

(33166/FO/64)

**FORD R1114 ALPHA,** 53 seater, Feb 1980, recent re-con engine, just resprayed, full draw curtains, radio/pa, tested Aug '90, **£7,750 + VAT.** Tel. 0277 261245 (Brentwood, Essex).

(33234/FO/64)

**FORD 1977 R1114 DUPLÉ,** 53 seats, lockers, Telma etc. MoT Nov 90, good order **£4,500 + VAT.** Also a **1976 R1014 DUPLÉ,** 45 seats, MoT April 90, very tidy vehicle, must be seen, **£4,250 + VAT.** Tel. 0749 830126 (Somerset) ask for Graham. (33245/FO/65)

**FORD R1114 PLAXTON SUPREME IV 1979.** 48 seater, Telma Courier seat, tinted windows. Bristol Dome, TV, video, radio cassette, PA, toilet, water boiler, curtains, carpet runner and ample locker space. Private plates, owner driven, Ford maintained C of F and taxed 3/90. **£11,000 + VAT.** Tel. (0524) 51312.

(33179/FO/64)

**1980 FORD 35 seats,** Dominant Mk IV front. Express doors, MoT May 1990. **£10,500 + VAT** or PX for 16/21 seater with cash adjust. Tel. (0268) 533521 (Essex).

(33377/FO)

## LEYLAND

**1989 LEYLAND SWIFT REEVE BURGESS,** 37 seats plus courier, full soft trim, arm rests radio/cassette, PA, wheel trims etc, low mileage, all warranties apply. **£43,500 + VAT ono,** P/X considered 35 or 53 seater coach, Tel. 0786 814319, 0831 417025

(33157/LE/64)

**1976 LEYLAND S/D L/H DRIVE,** Den Oudstein 680 Leyland 4 speed semi-auto gearbox unit, conversion or break for parts, runs well has been tested for UK use. Class V. **£5,500 + VAT** or offers. Tel. 0684 850400.

(33239/LE)

### LEYLAND NATIONAL MK1 M Reg

48 seats, 6 standing dual purpose seats,  
12 months test, excellent condition.

**£5,000 + VAT**

**Contact Wingates Tours**  
**Tel. 051 547 2713**

(33209/LE/64)

### LEYLAND NATIONALS

Excellent condition.

Low prices.

Space required.

**Tel. Leics (0533) 393118**  
**(day) or (0533) 874940 (eve)**

(33336/LE)

**1978 LEYLAND LEOPARD,** 53 seats, Plaxton Express door, MoT March 1990, very good condition. Roberts Coaches, Aberystwyth. Tel. 0970 611085.

(33029/LE/63)

**1978 LEOPARD,** 45 seat, Supreme reboddy, radio, pa, power door, new MoT, **£3,950.** Barry Cooper Coaches, Warrington. Tel. 0925 67321.

(33232/LE)

**LEYLAND SERVICE BUS,** Semi auto 52 seats, MoT, ideal spares vehicle, **£1,500 + VAT.** Tel. 0222 884648.

(33194/LE)

**TIGER 218 SA Dominant 11, P.O.D.,** 53 seats, radio, PA limiter, private plate, immaculate condition, MoT Sep 1990. **£22,000.** Barry Cooper Coaches Ltd. Warrington 0925 67321.

(33324/LE)

**1973 (L) LEYLAND,** 49 seats, air door, power steering, semi auto, current MoT, Duple, choice of two. Offers. **LEYLAND,** 50 seats, air door, power steering, semi auto, current MoT, Plaxton Supreme, rebodied. Offers. Tel. 0282 861234/865697.

(33354/LE)

**1983 LEYLAND TIGER 245, ZF 6 Speed Super Goldliner IV,** 53 seats, radio PA, TV box, drivers bunk, continental rear door, curtains, crew seat. Tested Nov '90. **£32,500 + VAT** or sensible offers. PX considered. Tel. 0684 850400.

(33237/LE)

## LEYLAND TIGER

245 Paramount 3500, 4 Star, 1983 on private plates, double glazed, sunken toilet, driver's bunk, 49 recliners, courier seat, window blinds, Fareo retarder, TV and video, continental door, radio/PA/cassette, MoT until 26/9/90. Coffee machine and seat belts. Immaculate condition.

**£39,950 ono**

**Tel: 0533 874241 (day) or**  
**825069 (eves) or car phone**  
**(0860) 838027**

(33337/LE)



### 1983 LEYLAND TIGER 245

Duple Caribbean, 49 recliners, sunken toilet, rear continental door, double glazed, drinks machine, courier seat, wired for video, tested until September 1990, 12 months tax, immaculate condition throughout.

**£38,000 + VAT ono**

**Tel. 0245 31 262 day or night**

(33329/LE)

## SCANIA

## FOR SALE SCANIA K112 CHASSIS

November 1987, E reg, Van Hool Alizee bodywork, 51 reclining seats, toilet, TV, video, driver's bunk, telephone, excellent condition.

## OFFERS

**Contact: C. CHRISTENSEN on**

**01 247 5566**

(33376/SC)

## SCANIA

### 1986 C REG SCANIA 92 WITH CAG BERKHOF

53/49 reclining seats, demountable toilet, hot drinks machine, excellent condition.

**£65,000 + VAT**

**Please contact Spratts  
Coaches (Wreningham)  
050 841 262**

(33203/SC/64)

## MAN VW

**MAN SR280 1981**, 48 recliners, TV, video, coffee machine, toilet, tinted double glazing, blinds, excellent condition, MoT: January 1991. **£26,000 ono**, may consider standard Plaxton in part-exchange preferably Volvo. Tel. **0969 23531 or 0969 23742**.

(33301/MAN/65)

## ACRON

**Private Plate, REG 1982**, 49 recliners, (recent full interior retrim), double glazed, power entrance and continental door, bunk, toilet, video & two monitors, hot water boiler, fridge, owner driver, Mileage not shuttled, Test Nov 1990

**£45,000 ono + VAT  
Tel: 0227 263676  
or  
0860 487130**

(33342/MAN)

## VOLVO

### APRIL '89 VOLVO B10M PLAXTON PARAMOUNT 3500

51/53 reclining seats, centre demountable toilet, continental door, TV, video, hot drinks machine, curtains (full draw), tinted double glazing, low mileage, still under warranty.

**£82,000 + VAT**

### F REG '88 VOLVO B10M PLAXTON PARAMOUNT 3500

49/53 reclining seats plus courier, centre demountable toilet, continental door, TV, video, hot drinks machine, curtains (full draw), seat pouches, tinted windows.

**£74,000 + VAT**

*For further details contact:*

**PATTERSON'S COACHES  
on (021) 471 2000**

(33161/VO/64)

**VOLVO B58 PLAXTON SUPREME**, 1978, cherished number plate, Paramount front, 49 E-type seats, brand new, fitted 3 months ago, ex Glenton Tours, immaculate condition, **£18,000 + VAT. Tel. (Tyne-side) (091) 4881559.**

(33027/VO/64)

## VOLVO

### 1978 VOLVO PLAXTON SUPREME

53 retrimmed seats, re-built engine, new gearbox, new springs, 12 months test, private plates.  
**£19,000 ono**

### 1986 VOLVO B10M MKII ALGARVE

Low driver, 49 or 53 recliners, centre sunken toilet (de-mountable), two TV's, video, hot drinks machine, blinds, tinted windows, 160,000km from new.  
**OFFERS OVER £57,500**

**Tel: 061 477 3325**

33218

### 1986 VOLVO B10M SPECIAL 3500 5 STAR PARAMOUNT

49/53 reclining seats, coffee machine, video and toilet, Bostrum drivers seat. Many extras. Owner driver must sell due to illness.

**£72,000 + VAT ono  
TEL: 0283 38242 (Work)  
0283 32543 (Home)**

(33378/VO)

**VOLVO B58 PLAXTON SUPREME**, tinted windows, curtains PA, 53 seats, Bristol Dome, taxed, MoT Aug '90 immaculate condition Tel: **0325 351515.**

(33252/VO)

### **IRIZAR**

**1988 VOLVO B10M DUPLÉ 340GL**, 49 recliners, courier, r/s toilet, TV/video, coffee machine, driver's bunk, MoT Feb '90, finished in white, choice of 2. 5 year lease purchase from **£1,652 per month.**

**1980 VOLVO B58 DUPLÉ DOMINANT II**, 53 seats, radio, PA, p/d, repanelled and painted in Mason's white, MoT March 1990, beautiful condition inside and out.....**£24,500**

**1983 FORD TRANSIT MINIBUS DIESEL** (new engine), 16 high back moquette seats, dormobile, MoT April 1990, prepared and repainted in white.....**£4,950**

**1987 FREIGHT ROVER MINIBUS DORMOBILE**, 16 moquette seats, power door, Webasto heater, 5 standees, MoT Jan '90, repanelled & repainted in white.....**£9,750**

### VOLVO B10M P90

1982, 57 reclining seats, toilet, TV, video, PA etc, Webasto, coffee machine, superb condition, MoT April '90.

**£45,000 ono**

**Tel. (0803) 292973**

(33077/VO/63)



### APRIL 1989 VOLVO B10M MK III PLAXTON PARAMOUNT 3500 (new model)

49/53 reclining seats, centre demountable toilet, continental door, aircraft style lockers, seat back pouches, low mileage, still under warranty. **Work with vehicle if required. £85,000 + VAT.**

**Selwyns Coaches  
Tel. 0928 564515**

(33095/VO)

### 1981 VOLVO B58

11-metre Plaxton, 38 seats, ex-Glenton Tours, absolutely immaculate condition throughout, full year's MoT, a truly exceptional vehicle.

**£25,000 + VAT**

**Telephone now on:**

**041 889 4050**

(33346/VO)

**1982 VOLVO B10M DUPLÉ GOLDLINER**, 49 recliners, toilet, washroom, driver's bunk, TV, video, coffee machine, full soft trim, MoT June 1990. **£32,000 ono. Tel. 0227 364430.**

(33207/VO/64)

**2 1986 B10M Mark II Algarves**, 49/53 recliners, demountable toilet, continental door, boxed and wired for TV/video. **£66,500 + VAT. Price International, 021-550 2471.**

(33262/VO)

**VOLVO COACHES AND SERVICE BUSES** urgently required for cash or part exchange, immediate settlement. Tel. Blythswood Motors on **041 221 3165 or 041 639 6107 (eves) or 0836 704938.**

(33219/VO)

**1976 FORD R1114 PLAXTON SUPREME**, 53 seats, Mark IV front, radio/PA, power door, MoT Feb '90.....**£4,950**

**1976 FORD R1114 DUPLÉ DOMINANT I**, 53 seats, MoT'd July '90, power door, blue and white. **£3,950**

### VOLVO COACHES AND MERCEDES MINIBUSES PURCHASED FOR CASH

**PX welcome**

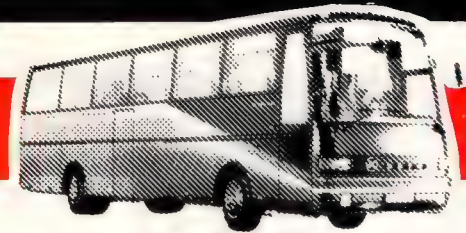
**VOLVO COACH RENTAL  
FROM 22p per km**

### TRAMONTANA C.D. LTD

**CHAPELKNOWE ROAD,  
CARFIN, MOTHERWELL.  
TEL: 0698 53845/861790**

(32830/VO/61)

# KÄSSBOHRER SETRA EXCLUSIVE • END OF DECADE SALE



As part of our preparations for 1990 we intend to clear virtually all our stock of 1980's vehicles.  
We're offering special deals and prices on all these vehicles which must be sold without part exchanges.  
Every coach listed represents excellent value. Ring us now for details.

- 1978 ACE/PLAXTON - 53 seats, radio PA, reasonable ticket.  
*Can go to work immediately. £11,000*
- 1980 VOLVO /PLAXTON B58 - Choice of 2, 50 seats, radio PA.  
*Good previous home. £21,000*
- 1981 VOLVO/DUPLE B10M - 50 seats, radio PA.  
*Nice vehicle in above average condition. £31,000*
- 1981 VOLVO/PLAXTON B10M - Telma, radio PA, 53 seats, new COF.  
*Must be seen. £32,500*
- 1981 FORD R1114/PLAXTON - 53 seats, long ticket.  
*What else can we say? £11,000*
- 1982 MAN SR280 - 48 seats, full executive, toilet, kitchen, radio PA, courier seat. *Good work horse. £40,000*
- 1983 FORD R1114/DUPLE - 53 seats, Telma, radio PA, new ticket, excellent vehicle. *Above average all rounder. £15,000*
- 1985 ACE/VAN HOOL ALIZEE - 30 seats, radio PA, TV radio video, fridge, drinks, private plates. *Definitely a collector's piece. £42,000*

- 1985 ACE/VAN HOOL ALIZEE - 28 seats, toilet, kitchen, Blaupunkt TV video, new engine, new paint work, private plate, long COF.  
*Concours condition. £50,000*
- 1985 LEYLAND 245/WALTER ALEXANDER BODY TC - Choice of 2, turbo engine, 53 recliners, semi-automatic gearbox, Telma, Webasto, courier seat, radio PA, air door, private plates.  
*Excellent dual purpose vehicles. £36,000*
- 1985 DENNIS/JONCKHEIM - 35/37 recliners, demountable toilet, kitchen, fridge, seat, TV video.  
*A real bargain. £41,000*
- 1987 DAF CAETANO - 11.6 turbo engine, 53 recliners, radio PA, courier seat, extended warranty available of 1 year. *New ticket supplied. £69,000*

New 1990 vehicles order book getting fat! Talk to us NOW to avoid delay and disappointment.

Selected later vehicles available.  
Ask for separate list.

**DIRECT LINES**  
Harry Kell 0932 843685  
(Southern Area Manager)  
Andy Timms 0625 877658  
(Northern Area Manager)

**0522 500115**

**K Kässbohrer**  
Setra. Perfection in coaches.  
(33223/SA)

Kässbohrer (UK) Limited, Sadler Road, Doddington Road Industrial Estate, Lincoln, LN6 3RS. Telex: 56522 SETRA G Telefax: 0522 500118

## MINIBUSES

### DODGE 50 AUTO DIESEL

1985, C reg, Reeve Burgess body, 8 seater courtesy coach as seen in use at our Heathrow location, well maintained as you would expect.

#### OFFERS INVITED

Would convert to mobile shop, showroom or PSV.

Tel: (0836) 572737 or 8 or 9  
Can be seen in use by arrangement.



(33171/MB)



**SPECIALIST VEHICLES**  
now has in build, the very best in mini bus & coach conversions

**24/26 SEAT MERCEDES-BENZ 609D COACHES**, moquette seats, luggage racks, saloon heater, full size roof vent, framed tinted windows, radio/cassette. **£25,450 inc CIF & 12 months tax.**

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75 seats, immaculate, new Cummins engine, only done 25 miles (**YES 25 MILES!**), usual Metroliner high specification.

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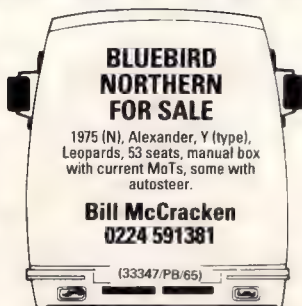
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49 seats, extremely clean, all  
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Coach repairs and painting

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Good condition throughout.**

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Paramount bodywork, Telma retarder, 38  
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£27,000 ono (each).**

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*Enquiry to view*

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(33072/UN/63)

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6-speed, ZF manual, Telma, 53 seats,  
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Owned from new, recon-engine, 53  
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seats, power door, tested til April  
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NEW MERCEDES 811, 33 luxury or dual purpose  
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NEW MERCEDES 609D, 26 seats, large boot, stock.  
NEW MERCEDES 609D, 24 coach seats, power door, stock.  
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NEW TRANSIT, 15 seats, 5 speed, diesel petrol, stock.  
NEW TRANSIT, 15, diesel, automatic, 3 weeks.  
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NEW TRANSIT, 14, diesel, 5 speed, luxury, stock.  
NEW TRANSIT, diesel, SWB, 12 + driver, stock.  
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NEW TRANSIT, 20, power door, plus 3 standees, diesel, 5-speed, choice coach or service seats, stock.  
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21 seats, MoT Feb 1990.

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45 seats, new engine, MoT 1990.

£7,000 ono + VAT

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53 seats, MoT April 1990.

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75 seats, tested April '90, excellent condition.

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49 seats, tested July '90, new engine fitted.

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53 reclining seats, armrests, air  
suspension, Webasto heating, curtains,  
radio cassette PA, MoT Nov 1990.

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3500, 52 reclining seats, armrests, courier  
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cassette PA, MoT March 1990.

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Telma, window blinds, radio cassette, PA,  
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Part exchange or HP arranged

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(33073/UN/63)

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Interested? Don't delay.

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NEW TOYOTA CAETANO OPTIMO GL, 21 seats & courier and table, white with red interior, immediate delivery from stock. Choice of several.

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1978 (T) FORD PLAXTON SUPREME, (53), re-upholstered, very clean, power door and radio, MoT Oct '90.

1978 BEDFORD YMT PLAXTON SUPREME EXPRESS, MoT 6/90, power door.

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 ECW body, 75 seats,  
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 power steering, power door, MK 4 front.  
**New MoT. £3,500 + VAT**

**ALSO BEDFORD YRQ PLAXTON, similar  
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**£5,000 pair ono + VAT. Must be seen**

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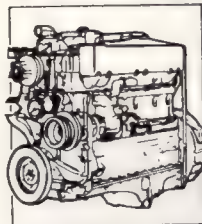
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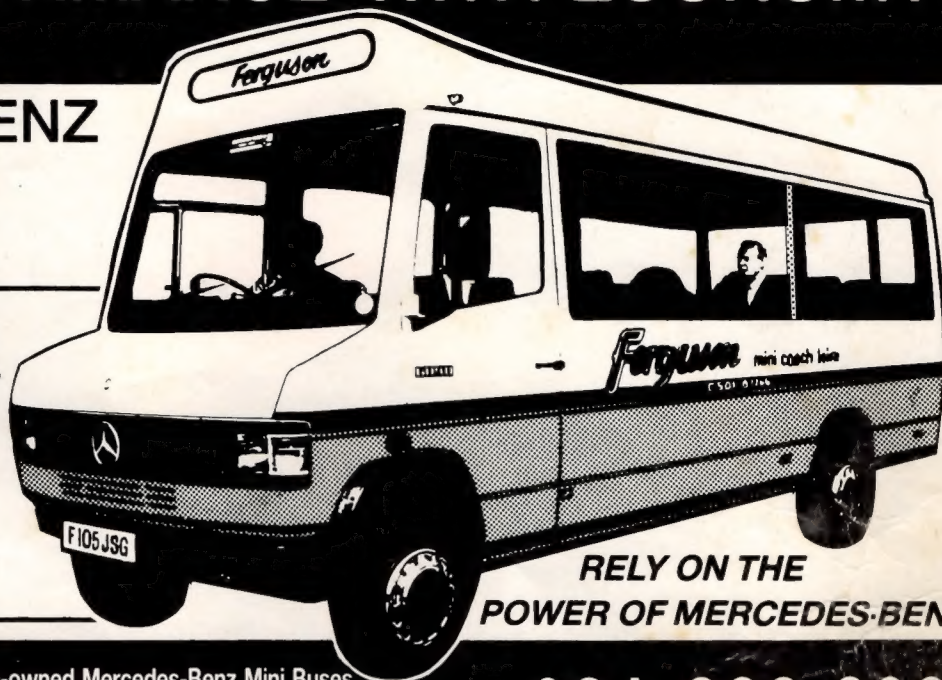
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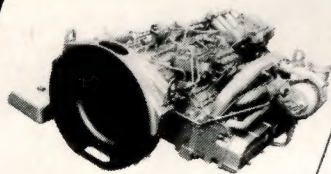
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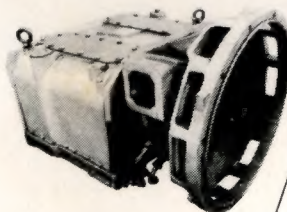


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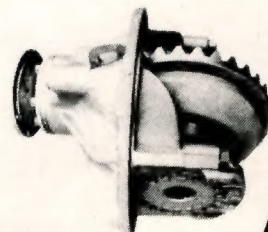
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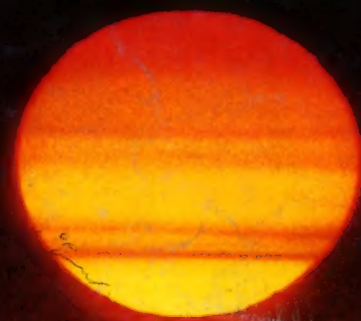
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